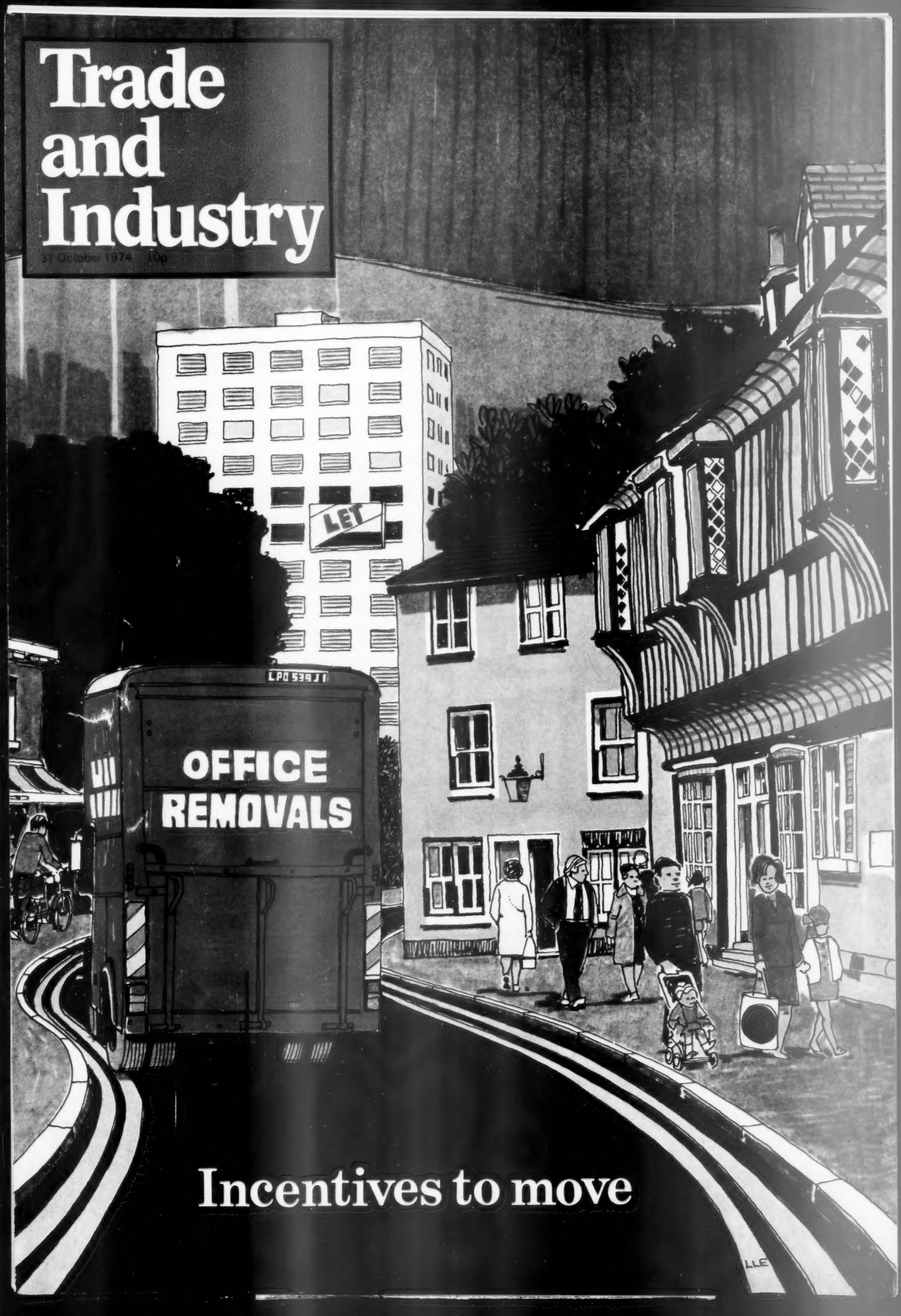
Trade and Industry

31 October 1974 10p



Incentives to move

What's so special about Merseyside?

From August 14th 1974, Merseyside has been given full Special Development Area status. This means that firms starting up business on Merseyside, with over half their staff engaged in manufacturing, are probably entitled to a 22% Government Grant towards the cost of any new building, or the adaption of any old building. A 22% grant is also available towards the cost of buying machinery either outright or on hire purchase.

Companies moving to Special Development Areas and taking on new staff are also entitled to Government loans at favourable rates. Linked to this, the original employment premium has now risen to £3. Companies in Special Development Areas may also write off all depreciation on machinery for tax purposes.

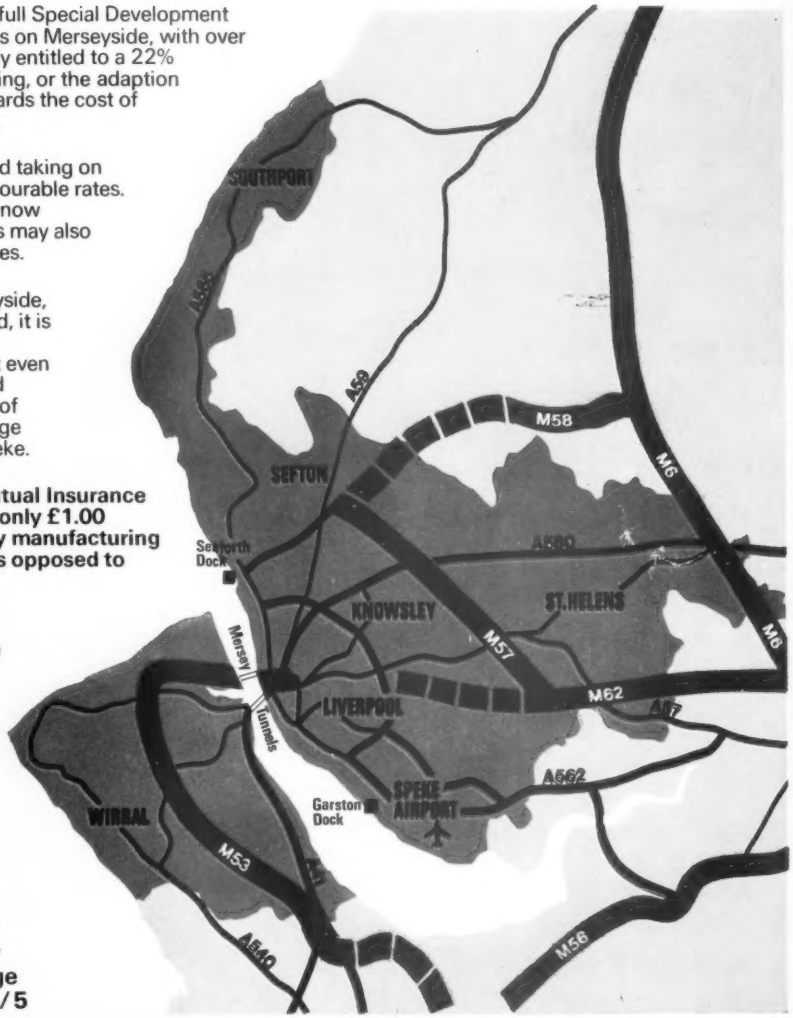
But its new status isn't all that is special about Merseyside, as many big name companies have already discovered, it is by far the best situated area with such status. Geographically it is near the heart of the U.K; brought even nearer by the network of motorways, trunk roads, and railways which run through it and link it with the rest of the country. The port facilities are an obvious advantage to manufacturers, as is the international airport at Speke.

Operating costs tend to be very low: Pioneer Mutual Insurance moved from the south to Crosby where they pay only £1.00 per sq.ft. for premises as opposed to £8. A Surrey manufacturing company pay only 20p per sq.ft. in Merseyside as opposed to the £1.50 they paid in Camberley.

Labour, too, is seldom a problem, there are plenty of skilled and semi-skilled men and women with diverse manufacturing experience.
With its new status the advantages of moving to Merseyside are now greater than ever; we really do have something special to offer.

Find out more.

Write or telephone: John Price, Director, Merseyside Development Office, 4th Floor, Royal Insurance Buildings, 5/7 Chancery Lane, London, WC2A 1LH. Tel: 01-405 0488.
or James Gorie, Director of Commercial and Industrial Development, Merseyside County Council, P.O. Box 95. Sefton House, Exchange Flags, Liverpool L69 2JD. Tel: 051-236 0214/5



Merseyside -You can tell a good county by the companies it keeps!

BICC Unilever TATE & LYLE TMT LUCAS Ford YORKSHIRE IMPERIAL HIBBY PILKINGTON Tristeels PLESSEY GM Giro

Trade and Industry

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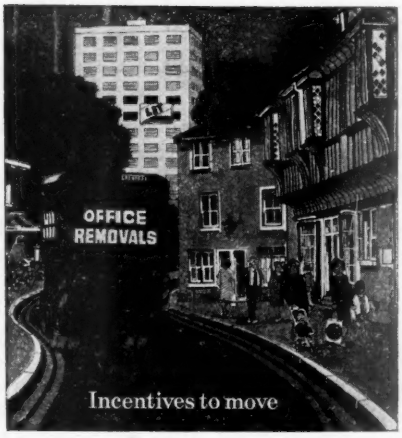

Incentives to move

Many companies in the congested south-east corner of the United Kingdom have already appreciated the benefits of moving their offices to less-crowded parts of the country. Cheaper rents, more congenial surroundings, fewer companies competing for the available staff and staff arriving for work without having had to battle for an hour or two on packed trains and buses – these are just some of the advantages. And to encourage more companies to move to Areas for Expansion, where they can provide needed employment, the Government in June of last year introduced special financial incentives. These incentives are discussed, along with reports from firms which have already moved to Areas for Expansion, in a feature on page 202 of this issue.

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In common with other publications, *Trade and Industry* has been subject to increased paper and production costs. It has regrettably become necessary to raise the price of the Journal to 15p per copy (post-paid subscription £11.44 a year) with effect from the next issue.

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Britain

Incentive to move

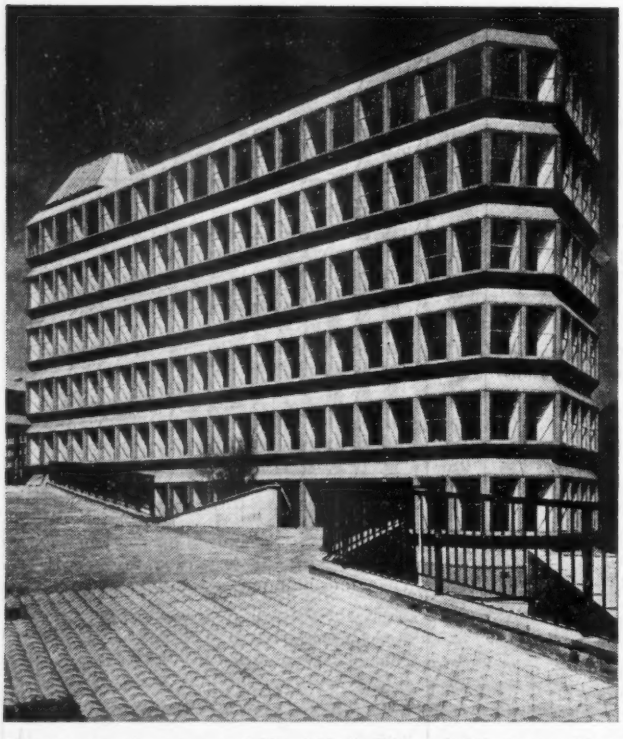
by Richard Czartoryski

For more and more businesses, moving out of London these days means a real break from the capital's 'high cost' area, which every year spreads further out into the suburbs and beyond.

Decentralisation is, of course, no longer a novelty. For more than 11 years the Location of Offices Bureau has been working towards this end, and in this time has helped move over 1,600 firms and more than 112,000 jobs out of Central London.

In the past this entailed, more often than not, a short haul to a less congested part of the South East. But the proportion of such moves is declining, and the number of long-distance moves is increasing. An impetus to this trend was given in June 1973 with the Government's announcement of generous financial incentives for creating office and service type jobs in the Areas for Expansion. As well as introducing a new dimension to regional development efforts, these are a powerful addition to the existing list of good reasons for moving to these areas.

Service industries, offices and research and development units, can benefit from the grants provided they have a genuine choice of location between the Areas for Expansion and the rest of the country and provided they create at least 10 new jobs in the new location. Firms can get a fixed grant of £800 for each employee moved with the job up to a limit of half the new jobs created in the area, plus grants covering the whole cost of approved rent for up to five years in a Development or Special Development Area and three years in an Intermediate Area. Equivalent help is given when premises are bought rather than rented. Up to 80 per cent of reasonable removal costs and statutory redundancy payments are also paid.



The accounts department of Alfred Marks Bureau Ltd. has moved from London to Cuthbert House, Newcastle. The new building offers enough space for expected growth in the next four to five years.

Deciding to make a long-distance move naturally entails longer thought than a move which is just a tube journey away. It is clearly too soon for the considerable interest shown in this new scheme to be fully reflected in hard decisions or actual moves. Nevertheless, after little over a year of operation 30 projects have been given the go ahead. They are expected to bring initially nearly 2,000 new jobs to the Areas for Expansion – about 90 per cent to be filled by local recruitment – with prospects of many more in the future. There are, in addition, 19 cases at present being considered which could mean the creation of another 1,300 or more jobs.

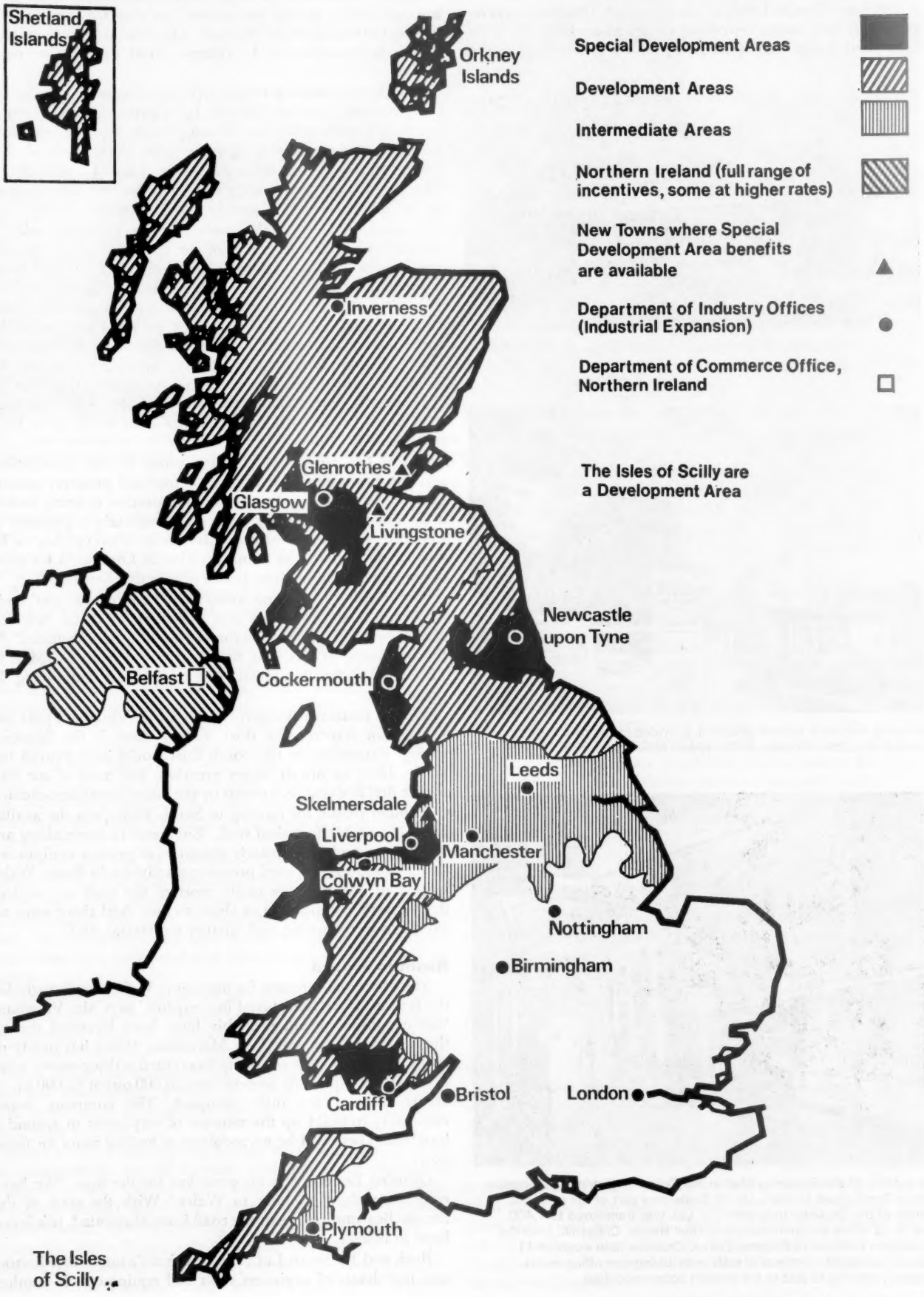
Weighed with the other reasons for moving to Britain's Areas for Expansion, these financial benefits could tip the scales for more and more firms considering a move out of London. In deciding to move they will be leaving behind them shortage of office space; sky-high rents; a vicious circle of competition for staff; strained public transport; acute housing problems, and so on.

In the Areas for Expansion firms can turn their back on these problems. Ample office space is available throughout the Areas. For example, the Office for Scotland has details of office space available or under construction totalling nearly 2½ million sq. ft., in Clydeside. There are about 5 million sq. ft. in the Manchester area, 2 million sq. ft. around Liverpool, and about 1 million ft. in the North East. Equivalent, or often far better, premises can without difficulty be had from a half to a fifth of the cost in the South East and London. And the choice ranges from city-centre offices to attractive and landscaped sites or even large country houses in rural surroundings.

Staff are much easier to recruit and the ratio of available staff to unfilled vacancies is a good deal higher – over three times higher in some places. Communications and transport links are now extremely good. Housing offers better value for money. Social amenities are of a high standard. Gone is the wear and tear of one of the most crowded corners of the Western World. Instead one can enjoy such attractions as the Highlands and Lochs, the Brecon Beacons, the Lake and Peak Districts, Northumberland and the other National Parks which are a stone's throw from many of the business centres of the Areas for Expansion. But perhaps the experiences of some of the firms which have taken advantage of the office incentives scheme provide the best illustration.

Needing room to expand, and not finding suitable premises in London, the Association of Certified Accountants looked further afield. Having decided to take advantage of the incentives, Glasgow seemed the best bet for both financial and staffing reasons. The Association has now moved its data processing section there. Initially it will be staffed by 16 people, all recruited locally.

The Areas for Expansion



'There was no problem finding suitable staff', says ACA's Secretary, Mr. R. A. Dudman. 'In fact we received a much better response to our advertisements in Glasgow than we would have done in London.' As far as Mr. Dudman was concerned, it was rather refreshing to get away from the 'footloose and fancy free' philosophy of many clerical staff in London. 'As well as the satisfaction of providing jobs where they are most needed, there are real advantages in being an employer in an area where jobs are appreciated. In London, staff turnover is so high that at any one time we find ourselves having to train a fifth of our staff. The cost and inconvenience of this is considerable. In Glasgow staff turnover is much lower.'

The Cleveland Centre, Middlesbrough, where Barclaycard has located one of its regional offices.

Housing for many income groups is provided in the new towns. Seen here is executive housing at Glenrothes New Town, Fife.

A section of the Shopping Mall in the Craigshill district of Livingston New Town, West Lothian. On 16 September part of the pensions work of the Crusader Insurance Co. Ltd. was transferred to 1,400 sq. ft. of office accommodation in Shiel House, Craigshill, from the company's offices in Reigate, Surrey. Crusader now employs 11 locally-engaged members of staff in its Livingston office and is already seeking to add to the present accommodation.

The Association is getting rent-free accommodation for the first five years. Even so, the rent for the premises works out at less than a third of the cost of comparable accommodation in London. 'But the advantages are more than financial. My present staff come in from a wide ring around London. Many start the day exhausted after their long journey. In Glasgow no one minds starting at nine in a fresher state.'

Communications might have been a problem, with a satellite unit at the other end of the country. This is not the case, however. The Glasgow office is on telex, so there is no problem about immediate communications. 'And I am encouraging my London staff not to pester Glasgow with telephone queries. About twice a week we need to send bulky material to Glasgow, but we have Euston down the road and our parcels can be sent to arrive first thing next morning. All in all, we are getting a more efficient organisation for no extra charge. More important, we are able to provide staff with much better working conditions than would have been possible in London.'

The future might hold further moves for the Association, and the possibility of acquiring a freehold property outside London for a bigger slice of the organisation is being looked into. 'For various reasons we need to maintain a presence in London,' says Mr. Dudman. 'But there is everything to be said for not running an administration in London. A lot more of our work could be done just as efficiently elsewhere.'

The decision to expand away from London was also made by Wean Ltd., designers and suppliers of metal working machinery and process equipment for the steel industry. At the beginning of this year the firm moved from Croydon to Mamhilad, near Pontypool, and is currently employing 50 people.

Wean's finance manager, Mr. D. C. H. Vaughan, puts the reasons for moving like this: 'Firstly there is the financial saving. Expanding in the South East would have proved too costly. Here we are in bigger premises, and most of our rent for the first five years is covered by the office incentives scheme.'

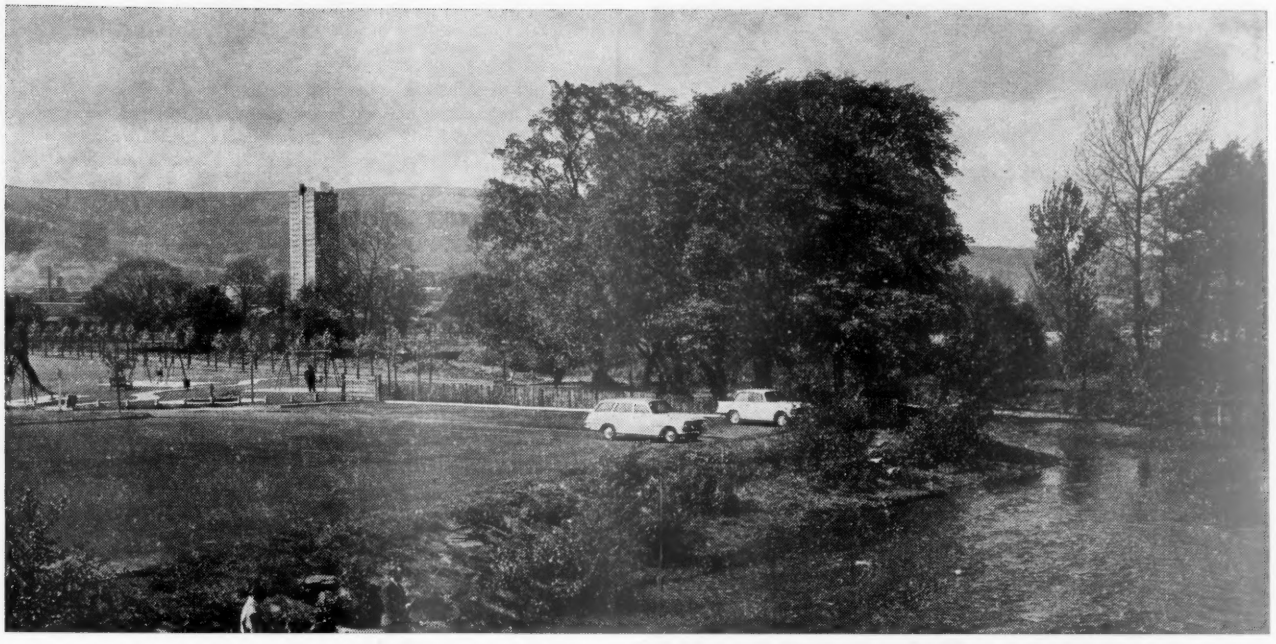
Another reason for moving to South Wales was the availability of suitable technical staff. 'Engineers in steelmaking are not easy to find, particularly designers of process equipment. Being close to BSC's steel processing activities in South Wales helped us recruit more easily most of the staff we needed, despite keen competition in these sectors. And there were no problems in recruiting high quality secretarial staff.'

Room to expand

The other major reason for moving to Wales was thought for the future. 'If we had stayed in Croydon,' says Mr. Vaughan, 'our expansion would probably have been hindered during the next couple of years.' At Mamhilad, Wean has plenty of room to expand. The company has rented a three-storey wing in the ICI complex. At present only 20,000 out of 32,000 sq. ft. at its disposal are fully occupied. The company hopes eventually to build up the number of employees to around a hundred. There will be no problems of finding room for them now.

Quitting London was no great loss for the firm. 'We have no regrets about coming to Wales.' With the start of the Brecon Beacons just down the road from Mamhilad, this is not hard to believe.

Buck and Hickman Ltd., one of Britain's major distributors and merchants of engineers tools and equipment, is another



Office staff working in Cwmbran New Town, Gwent, would be able to do a spot of trout fishing on the way home after work. This is part of the riverside park and recreational area which extends through the town, a backcloth being provided by the surrounding hills.

firm to move its headquarters out of London – lock, stock and barrel. The company moved to Sheffield in the spring of this year and is now employing about 75 people, of which two-thirds were recruited locally.

'The choice of location,' explains Mr. P. J. Ford, Buck and Hickman's chairman and managing director, 'was primarily influenced by the location of our customers and suppliers. Communications with our branches throughout the United Kingdom was clearly important. And in an analysis of the final alternatives, Government incentives played a part in deciding precisely which city we would move to.'

At first many of the staff were against the idea of moving, but 'several changed their minds once they had actually a chance to visit Sheffield. Virtually all of the staff who have made the move are very enthusiastic about living and working conditions in Sheffield and are quite relieved to have got away from the travel problems in London which are deteriorating all the time.'

The company has, like so many others, found that many of the commonly-held prejudices against moving out of London – for example poor communications, being away from the hub of commercial life, lack of suitable staff – are unfounded. Buck and Hickman found that in some respects communications links have improved and new staff reasonably easy to recruit.

'The main advantages of the new location,' comments Mr. Ford, 'are the quality of the staff and the more relaxed working environment. And, of course, compared with London, costs are considerably lower. The financial saving is not only in the obvious things like rent and rates, but also better time-keeping and less absenteeism. I have no doubt that Sheffield will be a better base of operation for our company in the long term, than London.'

When a major employment bureau decides to move part of its headquarters out of London and one of its reasons is availability and cost of staff, then clearly a lot of other employers should be sitting up and taking notice. Alfred Marks Bureau Ltd. is moving its accounts department to Newcastle upon Tyne, where about 113 people will be employed, including 15 people transferred from London. Eventually the number of staff will probably rise to around 190, depending on the economic climate of the next few years.

'We have acquired enough space to allow for expected growth in the next four to five years,' explains Alfred Marks' director and secretary, Mr. E. J. K. Sharp. 'And I am talking about the kind of space which people working outside London expect, not the cramped conditions prevalent in the capital. The premises are brand new, air-conditioned and near the station. Comparable offices in Central London would have cost five times as much. But we are getting the first four years rent-free under the office incentives scheme. We are now looking into the possibility of setting up a computer centre at Newcastle and perhaps these premises could also be the answer to growth in other headquarters sections in the future.'

For a number of years the Alfred Marks Bureau has been forced to spread into different locations around London. The prospect of continued growth meant either further fragmentation of headquarters or a move out of London. And, surprising as it may seem, the Bureau, too, was experiencing difficulties in finding enough of the right kind of staff, at the right kind of price.

'We first looked at outer London,' says Mr. Sharp, 'but decided that from the communications, staffing and cost points of view we would be no better off. So we looked further afield, but not too far from London. Then the office incentives scheme came along and turned our attention towards the Areas for Expansion. Until this time we had never considered places as far away as Newcastle, although I personally think it is a marvellous town.'

No regrets

Newcastle was not the obvious choice. The firm went about choosing a location in a development area with an open mind. A working party was set up and the staff who were to move had a big say in deciding exactly where. No one regrets the choice. In fact during the move some staff who were not originally intending to work in Newcastle went there just to lend a hand, liked what they saw and asked to move. 'Finding staff was quite easy,' said Mr. Sharp. 'Some we recruited through our own branch; others through press advertisements which brought a bigger and better response than would have been the case in London.'

Typical office rents

for new offices of 5,000 square feet and over:

*Aberdeen £2.50 per sq. ft.
Ashford (Kent) £2.50–£3.11
Aylesbury £3.36
Barnet £6.16
Basingstoke £2.55–£3.75
Birmingham £1.25–£2.50
*Bootle £1.20–£1.52
Bournemouth £3.00–£4.00
Bracknell £3.75
*Bradford £1.25–£2.00
Bristol £1.87–£3.25
Canterbury £2.25
Corby £1.00
Coventry £1.00
*Crosby £1.00
Croydon £7.09–£8.00
Derby £1.50
Edenbridge £3.25
Folkestone £2.08
*Glasgow £1.25–£1.65
Gloucester £1.46
Harrow £6.48
Huntingdon £0.95–£1.40
Kings Lynn £2.00
*Leeds £1.25–£4.00
Leicester £1.10–£1.75
Letchworth £2.00–£3.00
*Liverpool £3.00
*Manchester £2.00–£3.80
*Middlesbrough £1.60
*Newcastle £1.37–£1.79
Newham £5.30–£5.56
Newmarket £2.18
*Newport (Gwent) £2.75
*Newtown (Powys) £1.00
Northampton £2.50
Norwich £2.30
Poole £1.50
Portsmouth £1.15–£3.00
Ramsgate £2.00
*Sheffield £1.15–£2.00
Southampton £2.25
Swindon £2.00–£3.00
Wellingborough £1.50

Central London £9.00–£18.00 per sq. ft.

Need we say more?

LOB

The Location of Offices Bureau, 27 Chancery Lane, London WC2A 1NS. Tel: 01-405 2921.

*Within Areas for Expansion. Offices moved here can qualify for Government grants.

Further details

For further details of financial incentives available in the Areas for Expansion contact one of the Department of Industry's Industrial Expansion Teams. The headquarters is at Millbank Tower, Millbank, London SW1P 4QU: tel. 01-834 2255, ext. 88 (from 30 November, 01-211 6486); telex 918829 DTI TOWER LDN.

Without the higher travelling, housing and other expenses associated with living and working in London, it is also cheaper to employ staff in the Areas for Expansion. Alfred Marks Bureau conducts a quarterly survey of secretarial and clerical salaries. The July 1974 report showed that the median weekly salary for secretaries and shorthand typists of all ages in Central London was £33. This compared with, for example, £22.50 in Cardiff, £22.75 in Glasgow, £24.25 in Manchester, £21.75 in Newcastle, and so on.

What could have been a considerable communications problem has also turned out extremely well. Information about the pay of temporary staff has to be communicated from Alfred Marks branches throughout the country to Newcastle, the cheques made out and from there go to the 150 payout points – all in a matter of three days. But using the Post Office's Datapost system, which guarantees delivery the following day to anywhere in the country, operations are going far smoother than expected.

'In fact the whole move has been going smoothly,' adds Mr. Sharp, 'and we have yet to meet any unexpected snags.'

For the Pioneer Mutual Insurance Co. Ltd. setting up headquarters at Crosby, Liverpool, was part of an operation to reduce working costs, particularly the continuously escalating costs of operating from London. The company was recently formed from an amalgamation of the Stamford Mutual, Blackburn and Pioneer assurance companies. Stamford Mutual was based in London, but the other two companies were already in Crosby. Their existing premises have now been augmented by a new building of about 20,000 sq. ft. built next door, and it is from here that the new company will operate. About 15 staff are moving north from London and approximately 50 people are being recruited in Liverpool.

'There will be ample space for future growth in Crosby,' says Pioneer Mutual's joint-secretary Mr. F. H. C. Betts. He went on to outline some of the financial savings to be gained from the move. 'If we were to rent in London a building comparable to the one in Crosby we would have to pay seven or eight times as much. As it is, we are getting by way of Government grants the first five years' rent for that part of the building to be occupied by the old Stamford Mutual side of the company. There will also be grants in respect of staff moving from London, as well as an 80 per cent contribution toward removal and redundancy payments.'

Considerable economies

'We had been thinking of leaving London for some time,' adds Mr. Betts, 'because costs were gradually becoming prohibitive. By expanding in this manner, and getting away from London, we shall be able to make considerable economies.'

A new move to the Areas for Expansion under the office incentives scheme need not be from London. Barclaycard started life in Northampton in 1966. The organisation expanded so much that by early last year it found that recruitment there had virtually dried up. The company therefore started to look elsewhere to expand. As a first step the *Department of Employment Gazette* was consulted to see which centres could offer the largest pool of available labour. At the time – May 1973 – the unemployment rate in Northampton was 1 per cent, compared with 7.7 per cent in Liverpool, 6 per cent in Teesside and 3 per cent in Leeds. Further inquiries confirmed the potential of these centres and at roughly the same time the office incentives scheme came into being, providing an added reason to set up in the areas. Now Barclaycard has three regional offices in the Areas for Expansion – at Middlesbrough, Leeds and Liverpool – which have taken over some of the functions of the overstrained Northampton centre and are employing altogether more than 600 people, all but a handful recruited locally.

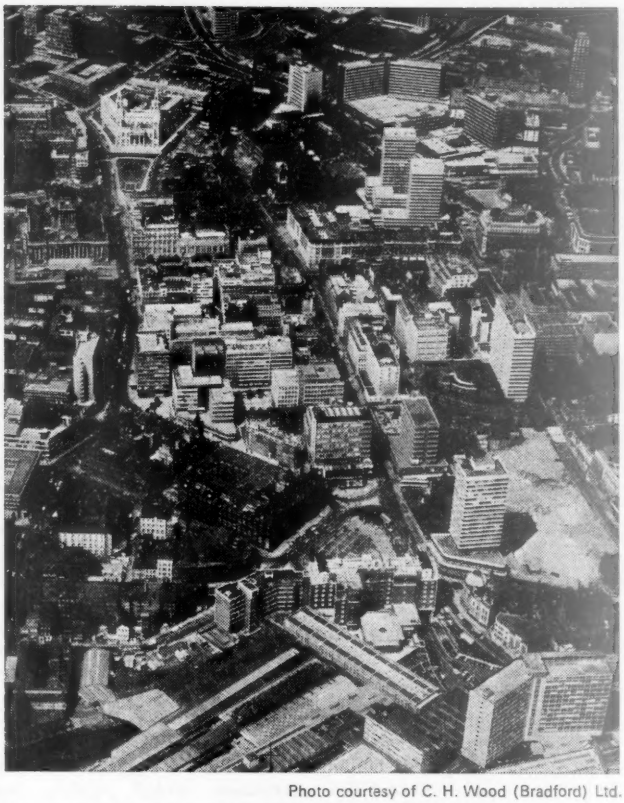


Photo courtesy of C. H. Wood (Bradford) Ltd.

The centre of Leeds contains many modern office buildings. Barclaycard chose Leeds for one of its regional offices.

'Our regional managers are exceptionally pleased with the calibre of staff in Liverpool, Middlesbrough and Leeds,' says Barclaycard assistant divisional general manager Mr. K. S. Mead. 'In particular they were delighted to be able to recruit easily junior staff of a very high standard, with far more qualifications than is usual. Our Liverpool manager thought that parents there took more trouble to encourage their children to gain certificates and "O" and "A" levels. The level of ambition was also thought to be higher than in the South.

'In fact all three offices are full of praise for their location. They are finding communications with the rest of the country good, travel to work is easier, housing is cheaper, shopping and recreation facilities are good, the environment is highly attractive with many places of beauty a short drive away, there are good hotels and conference facilities and many more plus factors.'

These are just a few of many firms which have found that the grass is indeed greener in the Areas for Expansion, literally as well as metaphorically, and that leaving London and the South was a very good move. Many more are on the verge of following in their steps – firms of all shapes and sizes, which could each bring anything from ten to several thousand new jobs to areas which need them and which in turn can provide just what those firms need most, good staff, space and a big saving.

A move to an Area for Expansion is proving to be one of those rare things from which everyone gains.

Home News

Tony Benn's statement on George Kent Ltd.

The following statement was made on 22 October by Mr. Tony Benn, Secretary of State for Industry:

'After careful consideration of all the factors involved I have decided to exercise the vote conferred by the Government's 24 per cent shareholding in George Kent Ltd. in support of the proposals of Brown Boveri Ltd. rather than in support of the offer made by the General Electric Co. Ltd.

'The main factor in my mind in reaching this decision has been the preference expressed to me by the workers in George Kent Ltd. for the Brown Boveri proposals.

'The Government had earlier been inclined to accept the GEC bid over the first Brown Boveri proposals, but there was a change of circumstances in that Brown Boveri marginally modified their earlier proposals so as to reduce their proposed holding to below 50 per cent, and indicated their acceptance in principle (as indeed did GEC) of the approach contained in the safeguards requested by the workers concerned.

'The background to this decision is that on 10 September I received a deputation led by Harry Cassidy the Convenor at the Luton plant and I asked them whether they would organise a consultation throughout the whole George Kent Group in order to give me a considered view on behalf of workers represented by trade unions, and to list any conditions they believed should be negotiated. They arranged that machinery should be established for this purpose and the process of consultation has been in progress since.

'The Joint Shop Stewards Committee, set up as a result of this request, came to see me on 18 October and reported that the view of those organised workers was overwhelmingly in favour of a link with Brown Boveri on certain conditions which they had specified.

'I sought both from the union representatives and from the management some indication of the views of those employees who were not represented by trade unions and both assured me that this group which could not be as formally consulted as the Board or the unions, similarly supported the Brown Boveri solution.

'I should make it clear that both management and workers emphasised that the employees of Cambridge Scientific Instruments Ltd. (which company is not involved in the Brown Boveri acquisition) preferred the GEC solution.

'The fact that two proposals had been tabled publicly thus provided a unique opportunity for consultation with those whose livelihoods were likely to be affected.

'It was against this background that I have decided that the Government as shareholder should not accept the GEC bid and I have so informed them. I have also informed Brown Boveri that if their modified proposals are formally put to the shareholders I am willing to accept them. Brown Boveri have confirmed that they will proceed urgently to arrange for their modified proposals under which their share of the company's equity would fall to 49 per cent to be submitted to the shareholders of George Kent accordingly.

'I have set out these considerations at length first because those concerned are entitled to know the background and the factors that have influenced the decision, but secondly because of the fact that the views of those who work in George Kent have weighed so heavily on my mind.

'At the same time I intend now to explore with those concerned the best means for ensuring a sound future for the scientific and medical activities of the George Kent Group.'

Patents endorsed 'Licences of Right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
10 October 1974		
1,222,067	John Christopher Warden	Improvements in electric cable connectors
1,292,122	Vetrocoke Cokapuania SpA and Guiseppe Giammarco	Treatment of gaseous mixtures
1,292,622	Vetrocoke Cokapuania SpA and Guiseppe Giammarco	Treatment of gaseous mixtures
1,308,197	Vetrocoke Cokapuania SpA and Giuseppe Giammarco	Absorption
1,293,592	Coal Industry (Patents) Ltd.	Dust filtration apparatus
15 October 1974		
1,099,583	Aussedat-Rey, (formerly known as Institute National de la Recherche Agronomique and Produits Chimiques et Celluloses Rey)	Nitrogenous feeds
1,224,419	Glaenzar Spicer	Method and apparatus for forming grooves in workpieces

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsements on Patents Form No. 44 within two months after the date of endorsement.

E. Armitage
Comptroller

Court Line investigation: statement by Tony Benn

Tony Benn, Secretary of State for Industry, issued the following statement on 25 October:

'The Parliamentary Commissioner decided on 19 September to investigate and report on the Government's handling of the Court Line case. I greatly welcome this decision and will, of course, co-operate with him in every way.'

New company to occupy Glanamman factory

The Department of Industry's vacant 45,000 sq. ft. factory at Glanamman, formerly occupied by Crompton Parkinson Ltd., has been allocated to Component Industries Ltd., Abercanaid, Merthyr Tydfil.

The company, a subsidiary of Component Industries Holdings Ltd., of Kings Norton, Birmingham, manufacture self-locking nuts and fasteners and also have factories at Rugby, Northampton and Leicester. Occupation of the Glanamman factory will take place shortly and will enable the company to expand its present nut and fastener production.

Employment will be provided initially for 20 men and five women and eventually it is anticipated that 135 men and 15 women will be employed in the Glanamann factory.

Clothing manufacturer expands on Skelton Industrial Estate

Work has begun on an extension of 5,670 sq. ft. to the premises occupied by Angus Jowett & Co. Ltd. on the Skelton Industrial Estate, Cleveland.

Angus Jowett & Co. Ltd., who manufacture ladies overalls are well established in the Cleveland area. Apart from the Skelton premises, which house their headquarters, the company operates three other factories in the area and has a total work force of over 300. It is anticipated that this extension at Skelton will create employment for a further 50 people.

Three Vice-Presidents of Yugoslav provinces are seen visiting Gregor MacKenzie, Parliamentary Under-Secretary of State for Industry (second from right). They had previously discussed regional industrial development policy with divisional heads of the Department of Industry, in view of their consideration of legislation in this field. Dusan Sokie, commercial officer, British Embassy, Belgrade (left), was interpreter for Salko Orue, of Bosnia and Herzegovina (second from left), Ilijaz Ilijazi, of Kosova (centre), and Vasil Tudzarov, of Macedonia (right). The Yugoslav visitors were in the country as guests of the British Government.

Reference to Royal Commission on Distribution of Income and Wealth

The Government made a reference on 22 October on income from companies and its distribution to the Royal Commission on the Distribution of Income and Wealth. The terms of the reference are published below.

Account has been taken of comments on the consultative document dealing with the proposed reference published on 4 September.

ROYAL COMMISSION ON THE DISTRIBUTION OF INCOME AND WEALTH. REFERENCE ON INCOME FROM COMPANIES AND ITS DISTRIBUTION

1 Under their standing reference the Royal Commission are asked among other things to analyse the distribution of unearned income of all kinds, including dividends, and of the capital producing this income. On 22 July the Chancellor of the Exchequer announced to the House of Commons that he intended to seek the assistance of the Commission in assembling some of the factual information for a comprehensive review of the existing control of dividends which he proposed to carry out next year.

2 The Government therefore ask the Commission to prepare a report, based on the most reliable information available to them and drawing on material assembled under their standing reference, on:

i. the pattern of distribution of ownership of equity capital and of income arising from it between United Kingdom pension funds, life insurance funds, other institutions, companies, individuals resident in the United Kingdom and overseas recipients. The Commission are asked to show as far as possible the final distribution of the income to individuals of different income levels in the United Kingdom and the trends in distribution over a recent period of years;

ii. the pattern of financing of United Kingdom companies, including financing by equity and non-equity capital; and in particular the role of dividends in the raising of capital which does not have to be remunerated by a fixed return for the financing of long term investment.

The Commission are asked to distinguish as far as possible the significance of equity capital and dividends for companies of different sizes, sectors and rates of growth;

iii. changes over a recent period of years in the total of dividends paid by companies in the United Kingdom covered by dividend control, and in the capital in relation to which those dividends were paid; and the relationship in a similar illustrative period between the growth of different forms of personal income, including dividends, other investment income and income from employment and self-employment. The Commission are asked to take into account capital gains and losses where practicable and appropriate;

iv. such further information as would in the Commission's view be directly relevant to the Government's review.

3 The Commission should, wherever they consider it appropriate, give the information in both current and constant price terms and show the effects of taxation.

4 The Commission are invited to maintain contact with the Government Statistical Service in the assembly of information for their report.

5 The Government would welcome a report covering as much of this field as possible by the early summer of 1975.

DPCP takes over Home Office consumer safety duties

Certain consumer safety responsibilities have been transferred from the Home Office to the Department of Prices and Consumer Protection. They are:

1 Home safety and the safety of consumer goods including the making of regulations under the Consumer Protection Act 1961. For the time being consumer safety research will be undertaken by the Home Office on behalf of the Department of Prices and Consumer Protection.

2 Fire hazards in consumer goods (general fire prevention will remain the responsibility of the Home Office).

3 Safety matters relating to the sale of fireworks.

The transfer of these responsibilities is part of the continuing process of bringing together the administration of Governmental interests in consumer affairs.

National Film Finance Corporation appointments

The Secretary of State for Trade has re-appointed Mr R A Clark as Chairman of the National Film Finance Corporation and has also re-appointed Christopher Dolley, the Lord Remnant, and Geoffrey Williams as members of the Board.

The appointments are for three years from 1 October 1974.

British Petroleum's oil terminal at Dalmeny in Scotland – where crude oil from BP's Forties Field in the North Sea will be stored before transportation by tanker – was recently visited by a group of port trust engineers from India. BP site engineer G. Porter (right) is seen showing one of the specially treated pipes, which will carry the crude oil, to (from left) Shewak Uttamsingh, chief mechanical engineer, Kandla Port Trust; Sukumar Guha, superintending engineer, Calcutta Port Commissioners, and Madhav Tambeka, superintending engineer, Bombay Port Trust. In the background is Alan Thompson, Scottish Information Office.
When the £8 million terminal is completed next year, it will receive some of the crude oil from the gas separation plant at Kinniel for storage and eventual transportation by tankers of up to 300,000 deadweight tonnage. The remainder of the oil will go to the BP oil refinery at Grangemouth.

Public inquiry into overhead line in West Glamorgan and Dyfed

Eric Varley, Secretary of State for Energy, has ordered a public inquiry into the application by the Central Electricity Generating Board for his consent to the placing of about 11½ miles of 275 kV overhead line in the counties of West Glamorgan and Dyfed.

The overhead line would run from an existing electricity sub-station near Llangyfelach, Swansea North, West Glamorgan, to a proposed sub-station near Pwll, Llanelli, Dyfed.

The Secretary of State has appointed Mr. L. G. Hambrook, CENG, MIEE, deputy chief engineering inspector of the Department of Energy, and, acting on behalf of the Welsh office, Mr. K. Dodds, ARIBA, DIPTP, MRTPI, a principal inspector at the Department of the Environment, jointly to hold the inquiry.

The inquiry will open at 10.30 a.m. on Wednesday, 4 December 1974, at the Council Chamber, Lliw Valley District Council offices, Gorseinon, West Glamorgan.

Safety in Mines Research Advisory Board Appointment

Eric Varley, Secretary of State for Energy, has appointed Mr. D. H. Mallinson, director of the National Engineering Laboratory, to be a member of the Safety in Mines Research Advisory Board. The appointment took effect on 1 October.

The Board keeps under review and advises the Secretary of State for Energy on the general scope, organisation and progress of research work on safety in mines.

Price Commission appoints consultants for inquiry into motor fuel retailers' margins

The Price Commission have engaged Deloitte, Robson, Morrow and Co. to conduct a detailed examination of the costs and revenues of independent garages as a basis for the Commission's assessment of the profitability of the trade. This inquiry will be on a sample basis, and the consultants will shortly be approaching a number of independent garages for the purpose. The Commission itself is making inquiries about the filling stations which the oil companies operate themselves.

The study which Deloitte, Robson, Morrow and Co. are to undertake follows preliminary studies by the Commission of the widely different circumstances of garages selling petrol. The inquiries are in pursuance of an instruction to the Commission by the Secretary of State for Prices and Consumer Protection to examine and report on the level and adequacy of margins and discounts accruing to retailers from sales of motor fuel having regard to the fact that maximum retail prices are statutorily prescribed.

Small Firms Information Centres

Centre	Telephone	Freefone area	Freefone	Telex
Birmingham	021-643 3344	West Midlands	4054	337919
Bristol	294546	South West	9910	449650
Cardiff	396116	Wales	1208	497515
Glasgow	041-248 6014	Scotland	846	779334
Leeds	445151	Yorks/Humberside	5361	557687
London	01-828 2384	London & South East	2079	917920
Luton	29215	Eastern	372	826115
Manchester	061-832 5282	North Western	6005	667952
Newcastle	25353	Northern	529	537429
Nottingham	49791	East Midlands	4062	377313

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Industrial and commercial property

The role of the voluntary sector in consumer aid

Voluntary organisations will play a large part in helping people with their problems for a long time to come, said Shirley Williams, Secretary of State for Prices and Consumer Protection, on 23 October.

In a speech at the Annual General Meeting of Newham Voluntary Agencies Council, Mrs. Williams went on: 'There are now several national and local consumers' associations which express consumers' views to the Government and through the media, as well as being consulted by Government on a very wide range of consumer issues.

'My predecessor established the Office of Fair Trading, with novel powers which speed the amendment of the law to deal with consumer problems and deal with unfair traders. Our new Consumer Credit Act will revolutionise the regulation of credit activities which are of great importance to the average consumer.

'The changes wrought as a consequence of consumers' efforts on their own behalf and that of the community at large have culminated in a very substantial reorganisation of responsibility in Government for matters of concern to consumers, and the establishment of a separate Department.

'To complete the institutional framework for the proper representation of the consumer, a National Consumers' Agency funded by Government is now to be established. It will consist of representatives of consumers' and women's groups and people qualified by personal experience who will ensure that consumers' views are given enough weight in our national decision-making. It will, through its own members' links and in other ways, try to keep closely in touch with the needs of consumers – particularly those who have never heard of *Which* or of a consumer group, but who need help to avoid making expensive shopping mistakes they can ill afford. It will seek to impress on those who take decisions that consumers are just as entitled to have their view heard as those who are involved in the production side of the national economic equation.

'Dealing with consumer problems is beginning to move into the Local Government sector. This was marked by the Local Government Act 1972 which gave local weights and measures authorities – counties and the London boroughs – the power to provide consumer advice. The Citizens' Advice Bureaux – and I am glad to see the local CABx are numbered among the bodies represented on your Council – have a notable part to play in helping consumers with their problems. They will continue to have a most important role in helping consumers throughout the country. I welcome the development of consumer advice centres in the High Street – I opened the thirty-seventh last month in Croydon and there may be nearly 200 by the end of next year. Local authorities are also trying a diversity of methods of making consumer advice available in smaller communities. In those areas, particularly, the CABx have a vital role. They have a network of offices attuned to giving impartial advice, well distributed throughout the land, and their coverage and capabilities are being increased with Government help.

'My Department is now trying out on a pilot scale in parts of London a linking symbol, common to different advice and help agencies – Consumer Advice Centres, Citizens' Advice Bureaux, Housing Centres, Law Centres and so on, which would show that all the agencies have in common a desire to offer the individual sympathetic advice and help, whatever the problem.

'I am sure we can look forward to a long and fruitful partnership between the local authorities responsible for consumer advice and the voluntary agencies such as the CABx, and indeed between the voluntary and statutory authorities in all the diverse areas where they are working with the same objective – the improvement of the social condition of all our people.'

Price Commission's in-depth study of fruit and vegetables

The Price Commission's Report – *Interim Report on Fruit and Vegetables* – was published on 23 October (HMSO, price 50p).

This is the second of the Commission's in-depth studies under the Fresh Food Reference. It describes the channels of distribution, and analyses the course of prices and margins for fruit and vegetables from 1972 onwards. The Commission were unable to reach final conclusions and consider that further work is necessary in particular to clarify, with the help of the trade, the level of gross and net margins in 1974. The present report is therefore an interim one.

Despite these reservations, the Commission consider that information so far obtained should lead to a wider understanding of the operations of the fruit and vegetable trade. Their main interim conclusions are as follows:

For fruit and vegetables as a whole, net profit margins rose between 1972 and 1973 both in multiple and smaller independent greengrocers, and in the fruit and vegetable departments of supermarkets and multiple grocers. There were similar increases in small and medium sized wholesale businesses.

For the same product range over the same period, larger independent greengrocers and larger wholesalers showed a fall in net profit margins.

For apples, cauliflowers, carrots and onions, while some retailers increased, most broadly maintained their gross percentage and cash margins in 1973 compared with 1972.

For apples, carrots and onions, retailers and secondary wholesalers increased appreciably their gross percentage and cash margins per pound weight of produce sold during the first four months of 1974 compared with the corresponding period of 1973.

Price trends

The Report shows that prices have been rising steadily since the beginning of 1973, with a particularly steep rise in the first four months of 1974. Prices do, it is recognised, vary between different types of retail outlet. Some products, eg cauliflowers and bananas, were more expensive in multiple greengrocers than in independent greengrocers, but, in general, differences in prices for similar items between these two types of shop were small.

Most fruit and vegetables, however, cost appreciably more in supermarkets than in multiple or independent greengrocers whether in or outside the main shopping centres. This may be due to differences in the condition and quality of the product, the use of prepacking materials and the retailers' buying and overall selling costs.

Channels of distribution

The Report found evidence that secondary and travelling wholesalers and specialist importers are declining in importance. It also noted a growing concentration of the retail trade into fewer and larger units. Recent statistics show that the number of greengrocery shops appears to be falling at a rate of about 2 per cent a year.

The independent retailers' share of housewives' purchases of fruit and vegetables has fallen from 68 per cent for fruit and 71 per cent for vegetables in 1969 to 55 per cent and 60 per cent respectively in 1974. There is, however, evidence that street traders are increasing their market share, largely, it is thought, at the expense of the independent greengrocers.

Further work

The Commission have decided that further studies of this trade are essential to establish the facts about the level of gross and net margins and movements in prices. costs and margins so far this year. A final report, with the Commission's conclusions and recommendations, will be issued as soon as further work has been completed.

Senior consumer credit appointments

John Methven, Director General of Fair Trading, has announced the following senior appointments in the Consumer Credit Division of the Office of Fair Trading:

Director of Consumer Credit – Tony Scott

Assistance Director of Consumer Credit – Clive Newton.

Mr. Scott's appointment will take effect from 1 January 1975 and Mr. Newton's from 4 November 1974.

Eric Varley sees three priorities on energy conservation

Three priorities for the Advisory Council on Energy Conservation were suggested by Eric Varley on 23 October.

to identify areas where existing knowlege and techniques could be applied to achieve quick results in energy conservation.

to identify where immediate action would produce a gradual but cumulative saving of resources

to explore the whole area of research and development in the longer-term interests of this and future generations.

Mr. Varley was addressing the first meeting of the Advisory Council. He said: 'If we may dismiss recent sensational reports that this Advisory Council has been set up as a crisis body to deal with a fearful emergency by panic measures we must certainly assert that your role is considerably more than to stand on the side lines and offer sage but important advice.

'I certainly do not ask you simply to act as a rubber stamp for measures already taken by the Government in the field of energy conservation.

'But I think it fair to say that since taking office seven months ago, I have been able to take action which at very least clears the ground for your own endeavours.

'As you know, I set up the Energy Technology Support Unit at Harwell in April to make special studies of energy conservation and alternative sources of energy. I have strengthened our scientific base as a Department under Dr. Walter Marshall's leadership. I have appointed experts to review, for example, fuel efficiency advisory services and our oil shale reserves.

'The Department of the Environment has published a valuable leaflet on thermal insulation in the home. The Ministry of Agriculture has also produced conservation material for the benefit of farmers.

'A great deal of work is going on in my Department on both policy and promotion of energy conservation. We have, for example, commissioned a survey of public attitudes to energy conservation. The fuel industries, I am delighted to acknowledge are putting great emphasis on efficiency and reducing waste in their promotional work. So that is what already is being done.

'We are faced with two principal objectives. First, how to cope with the short and medium term problems. Second, how to secure, the energy supplies which will be needed by future generations.

'We are contributing to the work that is going on across the world on the new and secure forms of energy which will be required. Meanwhile, our preoccupation is to secure economy and efficiency in the use by the community of all forms of energy now generally available.

'The first part of your terms of reference, Sir William, spells out your role very clearly – to identify where the use of energy can be improved and to advise on how those improvements can be achieved.

'But this is only part of your task. As your terms of reference again make clear, we are looking to you to stimulate and maintain public interest in energy conservation with the view to widespread adoption of more efficient practices.

'It seems to me that you have three logical and interlocking priorities. First, to identify areas where existing knowledge and techniques can be applied to achieve quick results. Second, to identify where immediate action will produce a gradual but cumulative saving of resources. Third, to explore the whole area of research and development in the longer-term interests of this and future generations.

'These are considerable demands to make of you. But I know that you would prefer us to be demanding rather than convene you as no more than a talking shop to be lightly regarded and even more lightly disregarded.

'The Government have given you a formidable assignment. I know that you will fulfil it in a way that will match the considerable expectations that I have of so distinguished a body.'

The Council subsequently was given presentations on UK and world energy prospects for the rest of this century and beyond by officials of the Department of Energy and British Petroleum.

Sir Derek Ezra, chairman of the National Coal Board, meets power loader Jim Little (left), 800 ft. underground during his visit to Northumberland's Ashington Colliery – one of the industry's most productive high-speed retreat mining units which has established several output and productivity records recently. Also in the picture is George Hetherington, the colliery's agent-manager. Sir Derek has been a member of the British Overseas Trade Board since its inception nearly three years ago.

Later the Council discussed its method of operation and agreed to meet again on 13 November to review more informative material and receive further presentations on particular aspects of energy conservation.

New members of Advisory Council on Energy Conservation

Eric Varley, Secretary of State for Energy, has appointed the following to serve on the Advisory Council on Energy Conservation:

Mr. J. N. R. Barber
Mr. P. H. P. Bennett, CBE
Mr. W. Campbell
Miss J. Clancy
Dr. R. J. Eden
Sir Derek Ezra, MBE
Sir William Gray, JP
Mr. E. Hammond
Miss R. McRobert
Mr. R. Morris
Mr. H. E. Osborn
Dr. A. W. Pearce
Mr. M. V. Posner
Mr. R. F. Richardson, CBE
Mr. D. E. Rooke, CBE
Dr. L. Rotherham, CBE
Mr. F. E. Shrosbree
Sir Frederick Warner

Professor Sir William Hawthorne, CBE, was appointed Chairman of the Advisory Council on 25 June.

The first meeting of the Advisory Council was held on 23 October.

Government Sales

Ministry of Defence

5 November 1974

Location: Central Ordnance Depot, Bicester, Oxon.

Auctioneers: Midland Mart Ltd., (Dept, L), Market Square, Bicester, Oxon OX6 7AL (Tel: 08692 2073)

Clothing and textiles including 21,500 battledress blouses, 15,000 battledress trousers, 43,000 vests, greatcoats, jerseys, khaki drill shorts, shirts, overall, aprons, blankets, carpets, boots, rags, A large quantity of canvas tentage, tent poles, sleeping bags, haversacks, groundsheets. Furniture including chairs, writing bureaux, wardrobes, sideboards, dressing chests, bedsteads. Saloon cars, minibuses, vans, Landrover, wireless truck, fire-crash tender, semi-trailer, fork lift trucks, industrial tractors, milling machines, pedestal grinders, drilling machines etc., 100 Omega wrist watches, 650 oxidised coal scuttles, lifts, steel toe and heel tips, iron rivets, tyres, MT spares, hand tools, tape recorders, marching compasses, electrical equipment and a large quantity of other miscellaneous items.

13 November 1974

Location: Hilltop Motor Hotel, London, Road, Carlisle.

Auctioneers: Harrison and Hetherington Ltd., (Dept, L), Botchergate, Carlisle CA1 1SE. (Tel: 0228-26292).

82 motor vehicles including Morris ambulances, Minor 1000 and Mini saloons, Commer, Ford and BMC vans, Ford Anglia and Morris mini estate cars, Ford Anglia and Jaguar saloons, Land Rovers, Leyland hippo tanker, fork lift trucks, Scammell type trailers. Machine and hand tools including bending, valve grinding and sanding machines, guillotines, circular saws, bench drill stands, shovels, picks. General electrical items including receivers, power units generators, servo motors, transformers, amplifiers, relay units, monitors, indicating units, voltmeters, ammeters, resistors, heating elements, electronic valves. Oscilloscopes, gyro units, microscopes, clocks and watches, cameras, tensionmeters, verniers, micrometers. Service clothing, boots and shoes, webbing equipment, textiles, photographic and telephone equipment, hoses, aluminium and steel tubing, steel sheets and wire, furniture, metal containers, wooden boxes, paints, etc.

Catalogues for the above sales, which give details of the lots, conditions of sale viewing times, etc. are available from the relevant auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).

Department of the Environment

5 November 1974

Location: Department of the Environment, Supplies Division stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex (Tel. 01-903 2508 or 01-902 4482).

Auctioneers: Messrs. Fuller, Horsey, Sons and Cassell, 52 Bow Lane, London EC4M 9ET (Tel. 01-248 7954).

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.

Catalogue: direct from autioneer, price 10p each.

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Technology News

Minister speaks on increasing importance of data communications

Computer communications services are assuming great importance in the world today and the efficiency of British industry and its ability to compete in world markets could well depend upon an adequate service of this kind, said Gregor MacKenzie, Parliamentary Under-Secretary of State for Industry, in his opening address at a seminar on data communications in London on 21 October.

The seminar at the Commonwealth Institute was organised by the Advisory Group on Data Transmission. This Group which reports direct to the National Economic Development Council, has been concentrating on the long-term developments in data transmission and in particular on the Post Office proposals for a national network. It has been particularly active in ensuring that the Post Office, in considering such a network, should keep in close touch with the requirements of industry and of users.

Data transmission, said Mr. MacKenzie, was among the newest of communication services. 'With its combination of telecommunication and computer services, it permits the use of remote computing and so offers the possibility of more effective use of computer resources, greater speed of service and more efficient organisation of establishments that are geographically wide-spread. Business organisations are showing a greater awareness of the importance of data communications to their operations and also of the importance of the transmission facilities, particularly as regards security and serviceability. Data transmission facilities are being used to advantage by airlines, banks, petroleum companies and others, but there are people who believe that such systems have not been proved viable commercially. It would seem therefore that the value of this form of communications has to be assessed in individual cases.'

Mr. MacKenzie, making the point that the Post Office appreciated the value of computer communications to industry, added that the problem was what sort of service would best meet the needs of industry? 'It is a difficult question to answer and it is made more so by the sheer extent of coverage which the provision of national data communication facilities require. Telecommunications services on a national scale inevitably require long planning and installation periods, and in the case of new data networks the situation is not helped by the extreme difficulty that the Post Office is experiencing in getting a sufficiently clear picture of the complete range of services users will need in the future.

'Quite apart from the international aspect the Post Office is unable alone to arrive at a complete decision about future networks and both the data processing industry and potential users of the services must help in arriving at the correct answer. The former by the type of hardware and sortware their systems will utilise and which must be capable of working with any new network and the latter in the degree and conditions under which they will wish to communicate with each other.

'The Post Office investment in data communications is small in relation to its total telecommunication investment. However, it is, of its very nature, supporting a data processing industry which is currently investing about £500 million a year. Equally, although the number of data terminals must always be small in comparison to the number of telephones, they are expected to carry considerably more information than telephones.

'An important subject in the data transmission sphere is standardisation. Standards in the design of equipment are of vital importance in the preparation for the introduction of digital data services. Without standardisation the speed with which data users could benefit from the new system would be retarded. The Post Office is endeavouring with other telecommunication authorities and the industries concerned to develop basic standards. Major users of data communications can also contribute by adopting common standards in the design of their networks and so facilitate inter-working if and when this becomes a necessity. This will mean problems for the electronics industry and we in the Government will be watching developments in this field with interest.

'Meanwhile the Post Office is pursuing its plans for a national digital data network including packet switching and between 1975 and 1980 it hopes to introduce in stages increased facilities.'

The Minister mentioned that the Post Office was entering the final stage of its preparations for the start of its experimental packet switching service (EPSS).

'The Post Office plans to begin the experimental service next autumn with the opening of the London packet switching exchange (PSE)', continued Mr. MacKenzie. 'An exchange in Manchester will be brought into operation a month after and a third in Glasgow a few weeks later. The Post Office is to establish a special maintenance organisation to keep check on the performance of the exchanges and to deal with faults; direct fault reporting will be available to EPSS customers by means of a Freefone number. The experimental service is an exciting step forward and will probably be watched with interest by the rest of the world as we expect the UK to be one of the first, if not the first, country to operate a fully packet-switched system for public service. Moreover it will help to answer the question interested parties throughout the world are asking – whether packet switching is the best economic and viable method of data transmission systems.

'The wider international aspects of data transmission services must not be forgotten. The Post Office is a member of the Conference of European Postal and Telecommunication Administrations and of the International Consultative Committee for Telegraphs and Telephones, both of which are considering the impact of computer communications on the multi-national scene. Then there are less formal groups of computer people from Government, industrial and other circles who are interested in the future of networking. No doubt they are finding that there are as many if not more difficulties and problems attached to the provision of international services as there are to national ones.

'A viable European service would ideally require compatible telecommunications networks throughout Europe. Progress in this direction is difficult because of the different systems which have been dictated by differing national requirements. There are, however, plans for a European pilot computer information network using packet switching to inter-connect a number of research centres. Digital data systems are at an early stage in Europe and the CEPT (Conference of European Posts and Telecommunication Administrations) is studying in depth the policies and standards for European data processing and communications. The progress of data transmission services in the UK could have a marked effect on the European arrangements.'

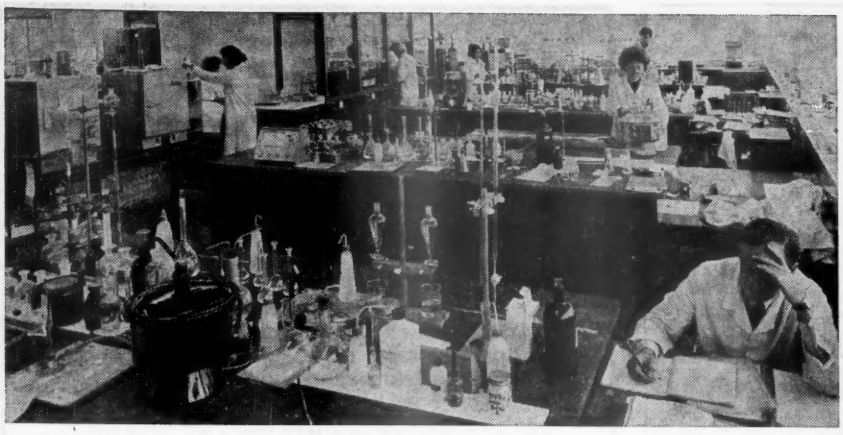
£65,000 aid for 'sea waves power'

A £65,000 feasibility study, which the Department of Industry will finance, will be carried out during the next three years into a project for obtaining power from sea waves.

Stephen Salter of Edinburgh University's Mechanical Engineering Department heads the project team. Under a three-year contract recently concluded between the Department and the University, the Government will provide more than £34,000 in the 1974-75 financial year, about £15,000 in 1975-76 and nearly £16,000 in 1976-77.

The money will be spent on building and testing models of rotating vane power extractors to assess structural feasibility of wave power installations. Mr. Salter has already proved the soundness of his extractor design. If structural feasibility is established during the next three years, findings of the study will be used as a basis for the next steps.

Because Mr. Salter's work is basically structural engineering, it was referred by the Department to its Mechanical Engineering and Machine Tools Requirements Board. The Department's National Engineering Laboratory, East Kilbride, Glasgow, will maintain close contact with the project during the three-year contract. The University will give NEL a progress report each year. If this is satisfactory the project will continue for the following year.



The laboratory at Leatherhead Food Research Association, where work will be carried out on research into N-nitroso compounds in the environment.

Assessing the dangers of nitrates

For some time anxiety has been growing about the level of possible precursors to N-nitroso compounds in the environment, and at what level and in what conditions such substances can be formed.

The use of nitrates in fertilisers is now widespread and already there have been cases where the run-off of soluble nitrogen fertilisers from surrounding farmland has raised the nitrate levels of the local water supply to unacceptably high levels. In East Anglia, in isolated areas, this has led to the contamination of wells and springs to such an extent that, in some cases, the Public Analyst has advised against using water from local sources when feeding babies, and bottled water has been specially supplied.

Nitrates have been suspected of two infant deaths in Lincolnshire, while in Norway, sheep, which were fed on fish meal treated with high levels of nitrate succumbed to the acute toxic action of N-nitrosodimethylamine produced in the feed in comparatively large amounts.

A three-year contract for research into N-nitroso compounds in the environment has now been awarded to the Leatherhead Food Research Association (The British Food Manufacturing Industries Research Association) under the aegis of the Enviromental Research Programme of the EEC, part of this to be sub-contracted to the Campden Food Preservation Research Association.

Under the programme it is planned to investigate the levels of nitrites, nitrates and amine precursors including particularly pesticide residues in root crops, green vegetables, grains, fruits, as well as in water supplies.

During the first eighteen months of the £100,000 contract, research will be concentrated on assessing current work in progress throughout the world, and in carrying out experiments to calculate the maximum amounts, and types of N-nitroso compounds which are liable to be produced in optimum conditions. For example, vegetable matter will be homogenised and made to react, in the laboratory with high levels of nitrous acid at optimum pH value, to give the maximum yield.

These and other experiments will be carried out using techniques such as mass spectrometry, gas chromatography, gel filtration and high voltage electrophoresis and if necessary making use of the microbiological facilities at Leatherhead. After the first eighteen months, the results of this research carried out under deliberately 'exaggerated' conditions will be used when a series of practical experiments are conducted into the real-life formation of these compounds. It has also been suggested that N-nitroso compounds can be formed from atmospheric pollution, a theoretical possibility which will also be investigated.

Besides the co-operation with the Campden Food Preservation Research Association, the Leatherhead Food Research Association will collaborate with the World Health Organisation and with other research organisations in Europe, particularly in West Germany, and in the USA and Canada so that other research involved on an international basis, will complement and extend the programme.

International organisation of legal metrology (OIML)

The following draft OIML International Recommendations have been circulated by OIML to member countries for comment:

1 Standard Equal Arm Balances for Verification Officers
2 Electrical Clinical Thermometers for Continuous Measurement
3 Milk Butyrometers
4 Milk Pipettes
5 Amyl Alcohol Pipettes
6 Sulphuric Acid Pipettes
7 Barrels and Casks

Copies may be obtained from the Standards, Weights and Measures Division, Department of Prices and Consumer Protection, Abell House, John Islip Street, London SW1P 4LN.

Most powerful computers built in Europe

International Computers Ltd. has introduced what it claims as the two most powerful computers yet to be built in Europe. They are the 2970 and 2980, the first two and largest systems to be announced in the company's new 2900 Series. The 2900 Series is based on highly-advanced British technology and sets the pace in computer design, putting ICL in a strong position to exploit the American-dominated world computer market.

The new systems, starting from £1 million, have already secured 17 orders valued at more than £21 million. Three of the systems are already operating at ICL's premises at Bracknell, Kidsgrove and Manchester. The first ICL 2970 system to be produced for customer use will go to the Central Computer Agency, the UK body responsible for appraising and procuring computers for central Government Departments. In designing these new systems, attention has been placed on the security of information and facilities, enabling easier use of the computer by a wide range of users without endangering data privacy.

The company has also received over 750 orders during the last 18 months valued at £41 million for the associated and smaller 2903 system, which puts low-cost, trouble free computing within the reach of the smallest company. Of these orders, 450 are for export.

ICL's experience in electronic circuit design and fabrication has made possible very high speeds of operation. In order to attain these speeds, it is essential to keep all the circuits as close together as possible, and ICL has pioneered automated techniques which it considers are significantly in advance of those used by other computer manufacturers. These techniques could not have been developed without the aid of existing computers and no fewer than 25 ICL computers have been used in the development programme.

The 2900 Series will set new standards in resilience and feature automatic detection and containment of errors which protects the user and allows him to operate in an environment of privacy and security. The new 2900 Series systems are specially designed to enable large numbers of people at remote locations to use the systems via communication links, bringing the computer closer to all users, and effectively making the computer as easy to use as the telephone.

Measuring resistivity of metallic materials

The International Electrotechnical Commission has published the first edition of publication No. 468 dealing with reference and routine methods for measuing the resistivity of highly conducting metals and alloys. It contains procedures for determining the electrical volume resistivity and mass resistivity of solid (non-stranded) metallic conductor and resistor materials, and the resistance per unit length of solid conductors of metallic materials.

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BOTB British Overseas Trade Board

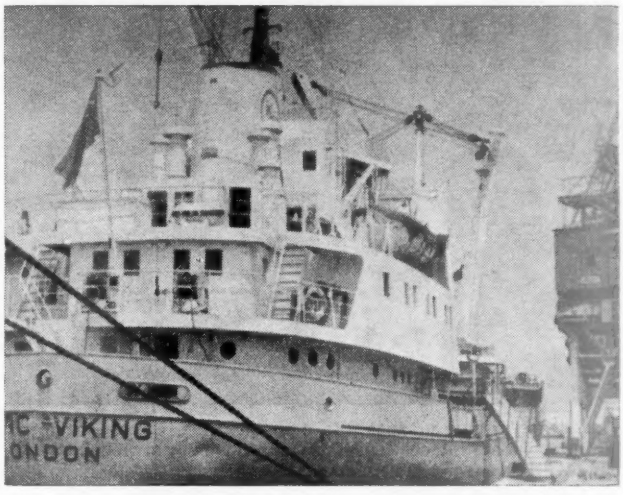
Morocco – a promising market

by N. G. S. Beckett, British Consul General, Casablanca

The Moroccan market, long considered a French preserve, is steadily opening up to other foreign suppliers. It remains, however, a market largely neglected by British firms where we rank only seventh among Morocco's suppliers after France, USA, West Germany, Italy, USSR and Spain. In real terms our exports in 1973, at some £16 million (or 3 per cent of total Moroccan imports) were little better than in 1969, while our share of the market has fallen from 6 per cent to 3 per cent.

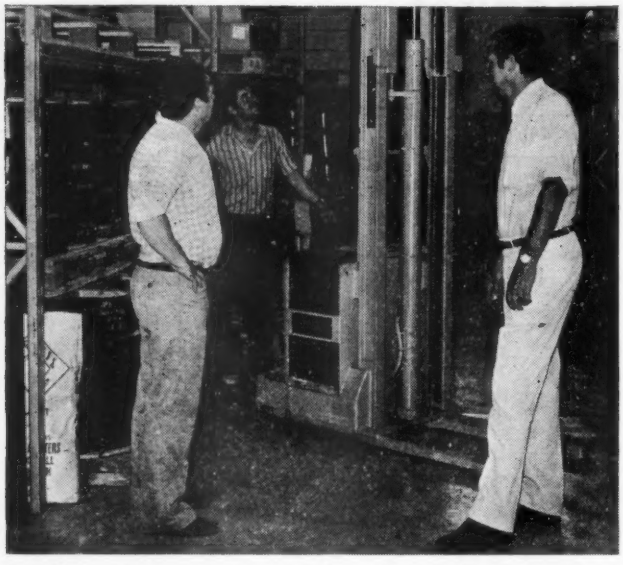
Since regaining her independence Morocco has been engaged in a race against time, to develop her economy sufficiently to provide food and employment for a population of 15½ million, half of which are under 15, and which is increasing by ½ million every year. Morocco's ambitious development planning involves heavy outlays on infrastructure, agriculture and industry. The current Five Year Plan (1973-77) envisages a total investment from all sources of about £2,600 million, a large part of which will be spent on capital equipment and services from abroad, whilst a recent revision of the Moroccan budget for 1974 makes provision for a level of investment expenditure during the year 50 per cent higher than the record level of 1973, ie £334 million.

What then does the Moroccan Government's Five Year Plan (1973-77) with priorities of agriculture, fishing, mining, food processing, construction, light industry, transport and tourism mean for British industry? The fishing fleet has not been renewed for 10 years and there will be a demand for ships, engines, spares and accessories for locally built ships. Since 1972, COMANAV the State owned shipping line, has been interested in purchasing ships for the carriage of citrus



Above:
A British cargo ship at the port of Casablanca. This vessel, of the McAndrews Line, one of a number which runs scheduled services between Britain and Morocco, operates between Sheerness, Tangier and Casablanca. On this call it discharged general cargo including whisky, dyes and machinery and loaded Moroccan sardines, other canned goods and vegetable fibres.

Below:
The port of Casablanca is one of the largest in Africa. Traffic last year totalled 17.3 million tons.



Considering storage arrangements at the Interlame (Gillette) razor blade factory at Ain Sebaaa, Casablanca, which began production early in 1974. In the picture are J. C. Guerin, works director of Interlame, and M. R. Reinders, manager of Gordon Woodroffe Morocco, distributor of the boltless storage frames supplied by Link House of Hayes, Middlesex.

fruit and perishable cargoes. They are also considering the possibility of entering into partnership with owners of passenger/cargo ferry boats, for traffic between Morocco and Europe.

Prospecting for oil on and offshore is also proceeding (Burmah Oil is one of the participating companies in a joint venture with a Moroccan State Corporation). Extensive oil shale deposits have also been found.

In the field of agriculture, there will be need for irrigation, dairy and refrigeration equipment, as well as livestock. The tourist industry though suffering at present from world economic developments, has provided many openings for foreign contractors and suppliers as new hotels and resorts are opened up. It also provides a good market in hotel equipment. Scotch whisky, British cigarettes and confectionery are widely consumed by the wealthier classes.

The building industry is another source of demand; last year a British firm secured the contract as consulting engineers for a new cement works at Oujda. The State Railways (ONCF) and the Electricity Board (ONE) are steady customers for plant and equipment of all kinds.

As will be gathered, the main export opportunities on the Moroccan market are for capital goods and components. Tariffs on most consumer goods are very high but limited export opportunities occur especially in articles which are not manufactured locally, for example household durables. This market will undoubtedly expand as the standard of living rises, and will open up a wide field for business in materials for industry – for example fibres and chemicals for the textile factories of Casablanca, Fez and Tangier.

Detailed lists of projects and requirements can be found in the Plan itself; it is on sale in Morocco and a copy is available for consultation at the Department of Trade in London. A further insight into the export opportunities available in Morocco can be gained from the selective list, appended to

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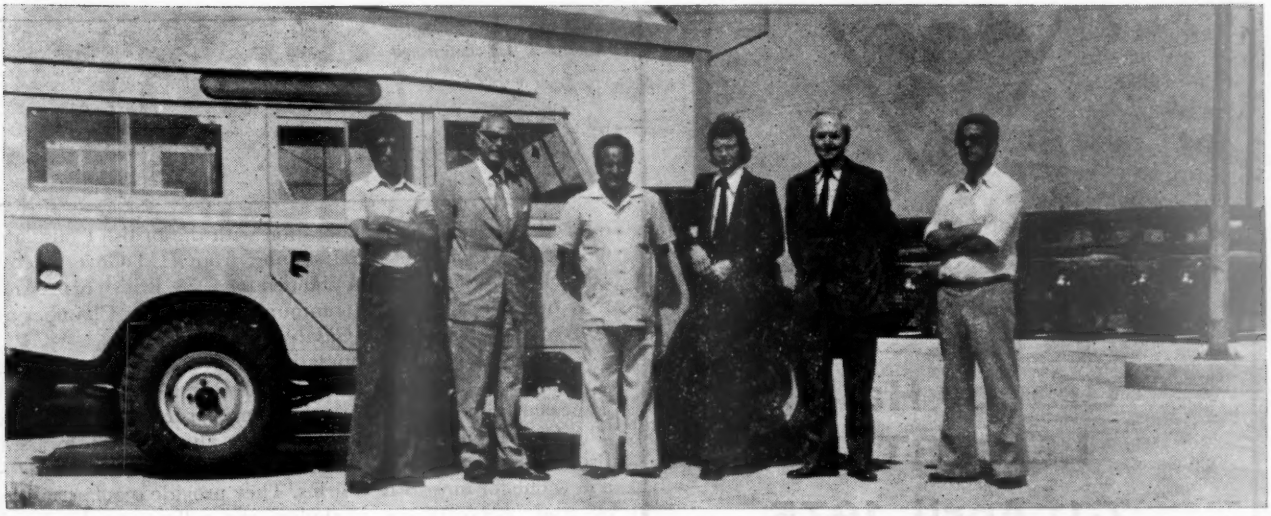
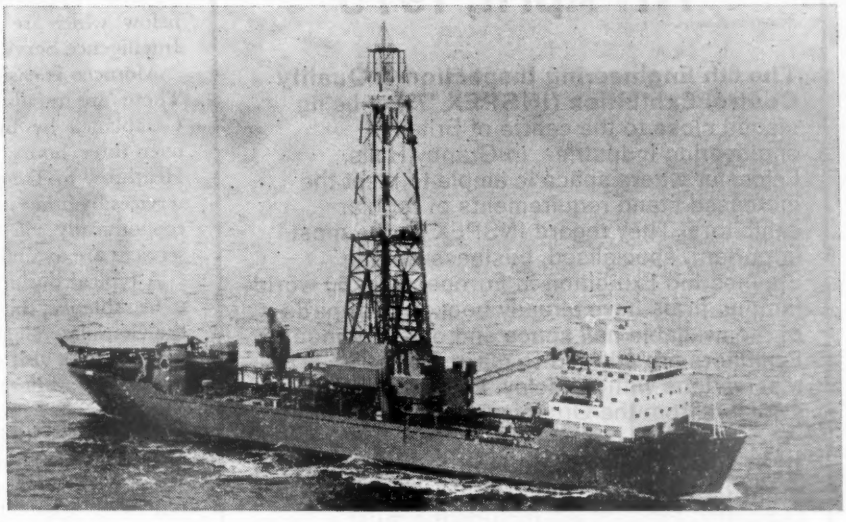


Land Rovers outside the new assembly works of the Aetco Lever Maroc factory at Casablanca. Assembly kits are imported in CKD form. From left to right are: Mohamed Ennajih, engineer in charge of assembly; N. G. S. Beckett, HM Consul General; Abdelkader Bouayad, director; Malcolm Day, Department of Trade; H. H. Stark, director; and Hadj Abdellatif Lasky, administration manager.



The Havdrill oil-drilling rig which is to operate off the coast of Morocco for the account of the Burmah Oil Co. and the Bureau de Recherches et de Participation Minieres.

this article, of projects and purchases put out to tender over the past 18 months, with the name of the contracting authority. These relate to the all important public sector of the economy. The private sector is also a source of business, notably manufacturing industry in Casablanca. Its purchases – eg of textile machinery – are made by direct private negotiation.

Over the past year and a half, Morocco has carried out a programme of 'moroccanising' certain sectors of the economy (which involves not nationalisation but the controlling interest being in the hands of Moroccan partners, foreign capital investment being limited to 50 per cent). All foreign owned agricultural land has been taken over by the Moroccan State. These measures have affected French interests most heavily. To encourage foreign investment in these Moroccanised companies, a new Investment Code was issued in August of last year, providing incentives to investment in industry, handicrafts, shipping, mining and tourism.

While then, the time may not be ripe for direct UK investment, opportunities for participation in Moroccan industry through local assembly can be an attractive proposition and a number of UK firms are active in this area. Motor vehicles including lorries and tractors have been assembled locally for some years. British manufacturers are dominant in commercial vehicles and tractors, and imports of British components in this sector including Land Rovers amounted to well over £4 million in 1973. In mid-1974, a joint company, Heinz-Sagima, was set up to establish a tomato processing plant in Kenitra.

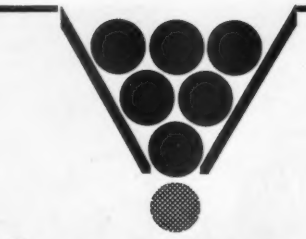
Morocco's main sources of foreign exchange are her exports of phosphates, fruit and vegetables. Tourism and remittances sent home by several hundred thousand Moroccan workers in Europe also contribute important amounts. To finance the heavy expenditure under the Five Year Plan she is relying on increased production and export and greatly enhanced prices for her phosphates – the 'white gold' of Morocco.

The mining of phosphates is a state monopoly. The price was trebled last January and further increased in July to US $63 per ton for 75 per cent content. Morocco's leading position in world phosphate trade, coupled with the continuing world shortage of fertilisers, enabled her to take this action. In 1975 her earnings from phosphates are expected to be worth at least US $1,500 million as against some US $220 million in 1973.

Annual phosphate production, which was 17 million tons in 1973, is scheduled to reach 30 million tons by 1978. Reserves are estimated at 20,000 million tons, or 60 per cent of the world's total. Investment of around £230 million is planned, including extensive purchases of mining, conveying and processing equipment. The contracting authority is the Office Chérifien des Phosphates (OCP) in Rabat, and some British firms are already selling successfully to them.

To have any real chance of success in tackling the Moroccan market, correspondence and trade literature must be in French or Arabic. Metric weights and measures and c & f prices are also to be recommended.

The Casablanca International Trade Fair is held every two years; it will take place from 24 April-11 May 1975. A joint stand was mounted in 1973 by the British Chamber of Com-



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merce in Morocco in collaboration with the British Consulate General and with financial support from HM Government, and a British stand is again planned for 1975. British firms who may be interested should communicate with the Chamber at 80 Avenue Lalla Yacout, Casablanca.

Casablanca, with a population of over 1½ million is the business capital of Morocco and the British Consulate General is the central point for commercial work for the whole country. The Consul General and his staff are always ready to assist British exporters interested in tackling the Moroccan market – a new one for most British firms. They provide regular reports on trade opportunities (including the calls to tender listed below) which are conveyed to British firms through the Export Intelligence Service.

Morocco is easily accessible for the British business visitor. There are regular flights between London (Gatwick) and Casablanca by British Caledonian, the journey taking just over three hours. British Airways have regular flights from Heathrow to Tangier, Agadir and Marrakech, and there are services by other international airlines. It is also possible to fly economically via Gibraltar. Within Morocco, air and rail services are available and the roads are excellent.

A typical business journey to Morocco begins with a flight to Casablanca, the business centre, where contact is made with the Consulate General and local industry and trade, followed perhaps by a visit to the capital, Rabat (one and a half hours by road), where are located the British Embassy, the Ministries and most, though not all, of the State Agencies responsible for public contracts. According to his particular interests, the businessman might also wish to visit Fez and Tangier (centres of the textile industry), Safi and Agadir (fisheries), Khouribga (phosophates), Marrakech, Kenitra or Tetouan. If so, he will enjoy as a bonus some of the loveliest scenery in North Africa.

Some invitations to tender issued in 1973-74

Authority	Goods or services tendered for
Ministère de l'Education Nationale	Equipment of secondary schools, commercial and technical schools, science faculties
Ministère des Travaux Publics	Construction of roads and bridges. Construction of new port. Port equipment. New air terminal for Casablanca airport
Office National de l'Eau Potable (ONEP)	Construction of water treatment station; equipment for pumping stations
Casablanca Port Authorities (Direction du Port and Régie d'Acconage du Port de Casablanca (RAPC)	Dredger crane. Mobile cranes, fixed cranes. 24 fork lift trucks. 35 tractors. 10,000 m of rails
Office de Commercialisation et d'Exportation (OCE)	10,000 tons seed potatoes
Régie Autonome de Distribution (RAD)	Equipment for power station
Ministère des PTT	78,000 telephone sets
Office National de l'Electricité (ONE)	Equipment and installation of various power stations. Transmission lines (60kV, 63 kV). Extension of power stations. Four 60 MV generating sets
Office National des Peches (ONP)	5 refrigerator trawlers and 1 tunny fishing boat
Office National des Chemins de Fer (ONCF)	20 diesel electric locomotives. 45 air-conditioned passenger carriages. 40 special rail waggons. 620 standard railway waggons. 1 wheel turning lathe. 26,000 brake pads, 6,500 brake blocks, 2,200 wheel hoops, etc., 310,000 concrete sleepers
Office Régional de Mise en Valeur Agricole du Gharb (ORMVAG)	Equipment for pumping stations; mobile irrigation equipment; water mains for irrigation
Ministère de l'Agriculture	Sugar processing plant. 227,000 tons of various fertilisers. 2 pumping stations, reservoirs, etc.
Société Coopérative COLAINORD	Dairy plant
Office de Développement Industriel (ODI)	Soda, chlorine, pvc plant. Dairy plant. Iron and steel works
Société des Ciments de Marrakech (ASMAR)	Cement plant
Compagnie Marocaine de Navigation (COMANAV)	2 phosphate carries, 1 oil tanker (25,000 tons), leasing of 3,000 tons refrigerator ships

BOTB British Overseas Trade Board

Problems of UK delivery of constructional materials in the Far East

by D. St. John-Wallis, managing director, Overseas Market Research Ltd.

The UK construction industry is losing out in the Far East. This conclusion comes from 'A Preliminary Market Appraisal of the Construction Industry in the Far East', a report commissioned by the British Overseas Trade Board and published recently.

Coverage

The report of nearly 600 pages is divided into seven separate sections. The first summarises the results for all the countries – Hong Kong, Indonesia, Malaysia, the Philippines, Singapore and Thailand which were studied in detail, and for five others which were not visited – Brunei, the Khmer Republic, Laos, South Korea and South Vietnam.

In each of the six main countries selected, subject headings in the reports covered the geographic, political and economic backgrounds. Then, concentrating on construction, the commentaries discuss future prospects, bridgework, power stations, domestic, manufacturing, commercial, educational, hospital and agricultural buildings, waterworks and towers, system building and roads. Within these broad headings, reports contain statistics on product groups from asbestos roofing through pipes to varnishes in addition to material on international aid, construction costs, labour rates and numerous other variables.

Object

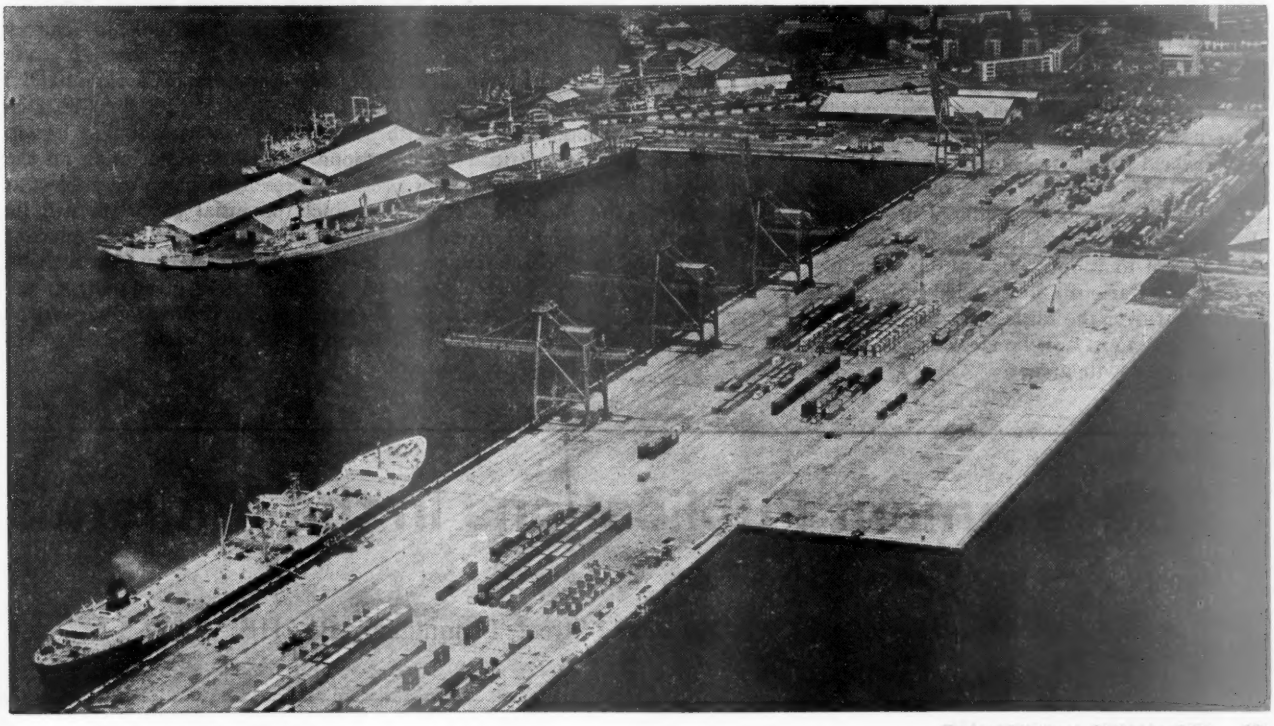
The real aim of the research was essentially exploratory in setting out to establish how British products and services in the construction industry were standing up to competition, and what factors were affecting growth of UK exports to the area. With such a very wide brief the BOTB decided they would finance this first stage of research in the hope that results would stimulate exporters into detailed consideration of their own individual chances in the markets demonstrating potential.

A short article of this kind cannot usefully summarise an 80,000 word market report, which contains seven summaries anyway, but can pick out the main conclusions and illustrate some of the detail:

Competition

Overall, opportunities for exporters are expanding in South East Asia, almost exponentially. But Britian is with some

The Port of Singapore's East Lagoon container berths have been completed more than seven months ahead of schedule by the Taylor Woodrow International-Dillingham Overseas Corporation joint venture. The £15 million contract provides three full container berths each 1,000 ft. long, and two berths for conventional cargo vessels totalling 1,450 ft. The scheme was designed for the Port Authority (chief engineer Mr. A. Vijiaratnam) by Sir Bruce White, Wolfe Barry and Partners, London.



exceptions losing out not only to the Japanese, the Americans, the Germans but also to the Indians, the Saudis, the Malays and other neighbouring countries within the area.

Delivery problems

The reasons for this are tackled at a local rather than at a British economic level and are principally concerned with poor delivery and worse communication. Delivery dates given by many British companies are generally longer than those of major competitors, not just by weeks but sometimes by months or even years.

What makes this worse is that 'firm' delivery dates from UK suppliers are often not trusted.

However highly regarded British products may be on quality and price (and they are), contractors with Damoclean penalty clauses hanging over their heads just cannot afford to wait for the superior British component.

Priorities

Considered as an exercise in isolating potential growth areas, the report considers the difficulty of assessing which criteria to apply. By combining some of these, prospects can be considered as either short or long term priority areas.

In the short term expanding British construction sales in their traditional highly developed and highly competitive export markets might seem a trite conclusion. Nevertheless it is so and Malaysia, Singapore and Hong Kong offer themselves as prime candidates for further marketing development. Each country now requires high technology construction skills and products – the UK is recognised to possess these; British expertise is best appreciated in these countries and is widely acceptable. There is a climate of goodwill if tempered by some frustration.

The economy in Hong Kong is, however, very depressed and construction costs are soaring. But Singapore's and Malaysia's construction industries are booming – the former's trading and banking-based economy balancing out Malaysia's size, natural resources and potential for internal conflicts – which leads to a conclusion that these two countries offer the best short term potential of the eleven countries covered.

In the longer term, Indonesia has the fifth largest population in the world (three times larger than that of the Philippines), a land (13,000 islands!) mass of three-quarters of a million square miles and most crucially plenty of oil, masses of timber, tin, rubber, nickel and bauxite. The Americans have clearly cottoned on to Indonesia's future importance – in 1973 they handed out variously some £350 million. The UK contribution in aid over the same period came to some £12 million. The country must now be viewed as top or second to top as a long term growth area.

UK exports to the Philippines, now approaching £30 million a year, do not appear to have been affected by troubles in Mindanao and Sulu.

But this figure does only represent some 4 per cent of the total import market. (The Japanese have 32 per cent). It is significant that the country received the largest volume of Asian Development Bank aid last year of £33 million, and that the construction industry is expected to grow by 10 per cent per annum.

For those now planning for the next five to ten years the choice between Indonesia and the Philippines as jumping off points will depend rather more on the products they are offering than the potential each country represents in money terms.

Curiosities

For a scattering of vignettes of the area and industry under study we have picked out just a few indicators:

Japan beat the UK by only £4 million in the sale of machinery and transport equipment to Malaysia in 1972;

Indonesia is well into the planning of its first nuclear power station;

Foreign specialist consultants are little used in the Philippines – a short while ago when the wind blew the scaffolding down 18 workmen fell off the eighteenth floor of the First National City Bank;

Thailand is importing teak;

In Hong Kong the Housing Department specifically requested tenders from British system builders – months later only one had been received (para. 9.2.5 of this report incidentally offers about the only gem of hilarity in the entire study);

The market for toilet cisterns 'of other materials' in Singapore is totally dominated by the UK – it is worth £2,696;

Iron and steel production in South Korea multiplied 11 times in 11 years to 1973 to 2½ million tons;

Tenders from Britain are excellent, thorough, painstaking, informative, competitive, by the time they arrive too often the contract has gone to some-one else.

The formal report was prepared for the Special Export Services Branch of the BOTB by Overseas Market Research Ltd., of Morar House, Tilford Road, Hindhead, Surrey GU26 6RH. Copies may be obtained either through trade associations for £10 or directly from the DTI Commercial Library, 1 Victoria Street, London SW1H 0ET for £15. Discussion has started with the Building Materials Export Group and the British Constructional Steelwork Association on the holding of the first of a series of presentations on the subject at the Building Centre, to which potential exporters will be invited. Any company interested may contact their relevant trade association or telephone Overseas Market Research on 042873 5255. Consideration is also being given now to the production of a series of reports on ancillary product groups such as furniture, wallcoverings, carpets, wood preservatives and consumer durables.

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BOTB News

Eric Deakins speaks of 'international appeal' of British clothes at London Fashion Fair

Britain is determined to sell more exports and to provide a 'still better service in world markets', said Eric Deakins, Parliamentary Under-Secretary of State for Trade, in London on 24 October.

Opening the London Fashion Fair International, Mr. Deakins said: 'It has rightly become established in the international fashion calendar as an important twice-yearly occasion which attracts many thousands of foreign buyers to London.'

Mr. Deakins went on: 'This time last year the fair drew visitors from 27 countries – sure evidence of the international appeal of British clothing. 'Further evidence of this appeal can be found in the industry's export figures. Last year clothing exports amounted to £103 million, compared with £82 million in 1972.

'The industry set itself a target for this year of £225 million and I am delighted to be able to announce that so far this year we have exported clothes worth £161 million – so we are well on the way to the industry's target. British design has world wide appeal. Quality of fabrics, styling and finish are unmatched in all price ranges.

'One has only to see visitors to Britain in Oxford Street's clothing stores – and the fashion shops in every other tourist centre – to realise that for quality and value, as well as ideas, British clothing is top of the class.

'As a world trader, of course, the UK is well aware that trade is a two-way business – we are ready to import as well as export.

'The new international character of this fair is solid evidence not only of the British exhibitors confidence in their products, but also of their belief in international competition.

'The organisers of the Fair tell me that there are 180 exhibitors, including many foreign firms, and a large number of buyers are expected – about 7,000 of them from overseas.

'The 800 strong contingent from the USA and Canada represents all the major chain and departmental stores in North America.'

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Opportunities for British exporters in the USA and Canada

The enthusiasm of British exporters taking part in trade promotional events in the United States was noted by Lord Redmayne, chairman of the British Overseas Trade Board's North American Advisory Group and deputy chairman of the House of Fraser and Harrods Ltd., on 24 October. Lord Redmayne, who had recently returned from America, was speaking at a lunchtime meeting of the North American section of the Manchester Chamber of Commerce, when he stressed the importance of the United States and Canada for British exporters.

The purpose of the North American Advisory Group, Lord Redmayne explained, is to do everything possible to encourage UK manufacturers to increase their efforts in North America and to give them every assistance through the services of the BOTB. He commended to his audience the seminar on opportunities in Canada West to be held in Manchester on 27 November by the BOTB, under the leadership of Lord Garnock.

The United States was still our largest single customer, taking 12 per cent of all our exports. Lord Redmayne said that Canada was potentially an oil exporting nation and has other enormous reserves of natural wealth – a greater potential for growth than any country in the Western world.

Visit by British Overseas Commercial Officer

The following Overseas Commercial Officer is expected to be in this country shortly, when he will be available for discussions.

Panama

A. C. Hunt, First Secretary (Commercial) in Panama City since May 1973.

Available: February 1975.

British firms and organisations, other than those in Northern Ireland and in the areas covered by the Department of Trade offices for the Eastern Region and the London and South Eastern Region, who wish to meet this officer to discuss specific export problems are asked to write for appointments to the appropriate Department of Trade Regional Director (Exports) stating the nature of the problem and commodities involved. Those firms and organisations in the London-based Regions mentioned above (together with those in other Regions who would prefer, or who would be prepared if necessary to meet the officer for an interview in London) should write to Tours Section, Department of Trade, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU. Firms and organisations who wish to meet this officer in Northern Ireland should contact the Export Branch of the Department of Commerce, Belfast.

Because Commercial Officers often have only a limited time at their disposal it may not always be possible to fit everyone in. Where it is possible, firms are reminded that the Export Services and Promotion Division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU who are in close touch with all Overseas Commercial Officers can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also help.

'Great! Britain' – successful US store promotion of British goods

'Great! Britain', the largest British Overseas Trade Board promotion in the United States this year, was launched in Los Angeles on 19 September. It was The Broadway Department Stores' second major sales drive of British products in five years.

The two-week promotion ran simultaneously in all 37 Broadway Stores in Southern California, Arizona, Utah and Nevada. Products were strongly highlighted with sales displays. and special in-store motifs, produced by BOTB's Fairs and Promotions Branch, exemplified modern and technological Britain.

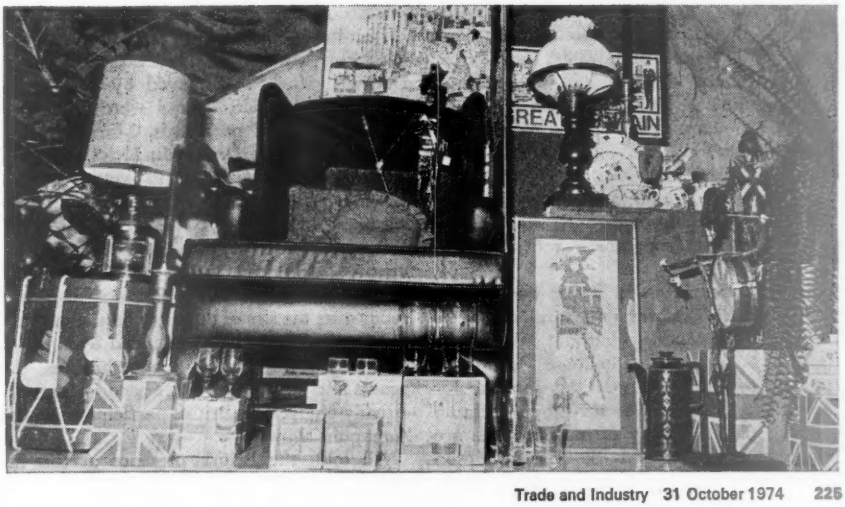
The immediate sales results fully justified the Broadway's decision to make this an in-depth promotion with a plentiful supply of back-up stocks. Sales on the opening day indicated a greatly increased throughput of customer traffic, attracted by extensive press and television publicity. The entire promotion is expected to realise $4\frac{1}{2}$ million in retail sales in the 37 stores. This is the culmination of 18 months of close co-operation between The Broadway and Gimbel Brothers, their London buying office, on the one hand and the BOTB, the British Consulate General in Los Angeles and other British commercial and government agencies on the other.

The British Ambassador to the United States, Sir Peter Ramsbotham, and Lady Ramsbotham attended the opening ceremonies which included an outstanding fashion extravaganza produced by The Broadway's fashion director, Mrs. Lee Hogan Cass, who, with the store's fashion buyer, visited Britain several times in 1973 and 1974 to select fashions from leading young British designers.

Other supporting features provided by the Broadway included displays of British Leyland cars, draws for a Marina, rally-driving demonstrations by Brian Culceth, prizes of a P and O cruise and British Airways trips, British dishes in store restaurants, gourmet-chef demonstrations, potters demonstrations by Elwyn James of Wedgwood, chinaware painting by Doreen Whitehurst, and various other items such as pipers, jugglers, dancers, films, etc.

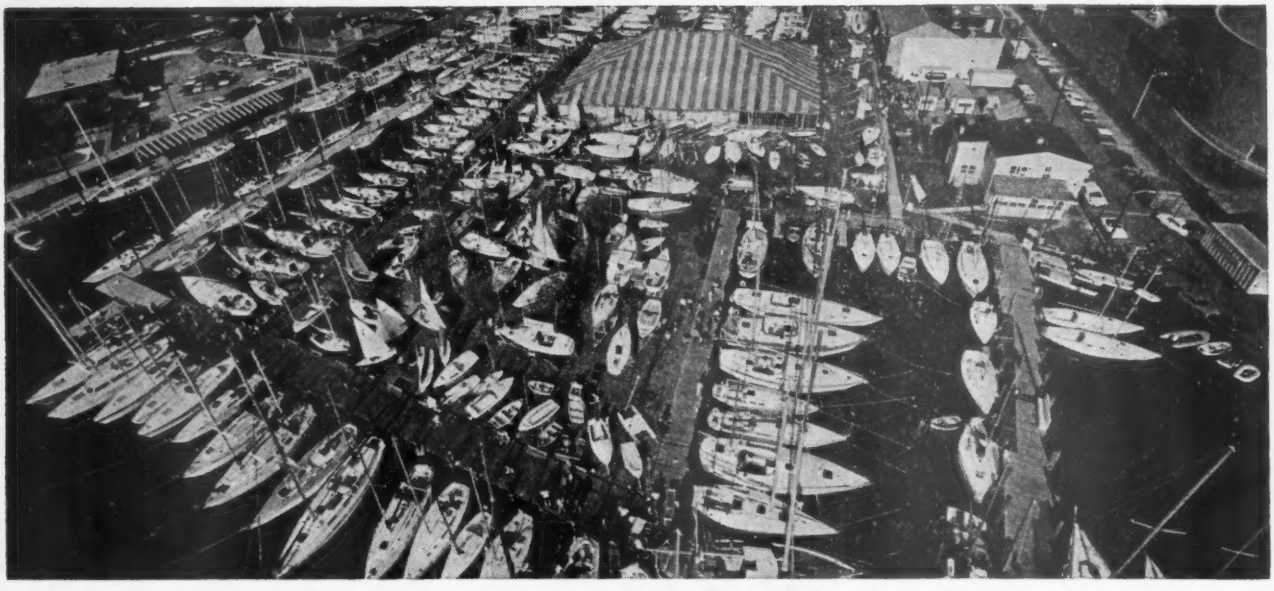
The ceremonies were also attended by Lord Redmayne, chairman of the North American Advisory Group of the BOTB and by Sir Paul Reilly, Director of the Design Council, and Lady Reilly, After the opening in Los Angeles, Lord Redmayne participated in the opening ceremonies in Phoenix, Arizona, while Sir Paul and Lady Reilly performed a similar function in San Diego. The host for all these events was Mr. J. Hart Lyon, chairman of The Broadway, who, with other senior executives from the store, worked ceaselessly to ensure the success of the promotion. On his return from the United States Lord Redmayne said: 'Perhaps the most apt comment on this promotion is that it was "professional" from the start to finish. Broadway knew what they wanted. They did not get it all. But they got enough to excite their continued interest, and to sustain it. For this great credit must go to the Department of Trade and to the two Consul-Generals (past and present) and their staffs.'

As a footnote, a top Broadway executive made particular reference to the prompt delivery of all the goods ordered for the promotion despite the various difficulties experienced in Britain during 1974.



Some of the many attractive displays of British merchandise featured in The Broadway Store promotion. Graphics were designed and produced by the BOTB.

Exhibitions and Fairs



Aerial view of the US Sailboat Show at which the BOTB supported exhibitors sponsored by the Ship and Boat Builders National Federation.

Hundred vessels afloat at US sailboat show

From C. B. Wilson, British Embassy, Washington: Eighteen British exhibitors took part in a joint venture at the United States Sailboat Show, held at the Annapolis City Dock and Harbour, 10-14 October. Many declared that this year's show was the best they had yet experienced. All were satisfied that their attendance had been worthwhile in terms of contacts made and orders promised and all expect to return to the show next year.

Throughout the five-day period the weather was perfect, drawing large crowds to view nearly 100 yachts and sailcraft moored at the dock and another 75 smaller sailboats displayed on land. Over 100 exhibits of every variety of marine instrumentation and pleasure boat equipment were displayed in booths in three large tents.

The British group exhibit, organised by the Ship and Boat Builders National Federation, included five boats in the water: the Camper and Nicholsons' 42 and 35, the trimaran Telstar from A. J. S. Sandwich Ltd., the catamaran Hirondelle from Pennington Yacht Builders and the sloop Seal from John Baker Ltd.

Displayed on land were three of the Drascombe boats from Honnor Marine Ltd. and the Privateer from Small Craft (Blockley) Ltd.

The group exhibits in a tent consisted of the Federation's information stand, as well as 11 booths displaying electronic instruments from Brookes and Gatehouse Ltd. and Brocks Electronic Corporation, Ian Proctor masts, Cranfield sails, Henri-Lloyd yachting clothing plus a variety of marine hardware and accessories from M. S. Gibb, Simpson Lawrence Ltd., Yacht Services, Jack Holt Ltd. and Thomas Foulkes Ltd.

The magazine *Yachting World* was well displayed and many orders were received. Camper and Nicholsons Ltd. also had a booth in the tent for the reception of prospective buyers.

Outside the group exhibit, there were British-made boats in the water from Westerly Marine Construction Ltd. and Dockwell Yachts. Displayed by the British manufacturers' US agents were Avon inflatables, Seagull outboards, Marlow ropes, Ratsey and Lapthorn Sails, Kelvin Hughes navigation instruments and Petter diesels. Lewmar Marine Ltd. displayed deck hardware.

An informal reception, given by the joint venture exhibitors and the Commercial Department of the British Embassy at a club room near the site of the show on the evening of the opening day, was attended by many of the trade press as well as by exhibitors' US agents and customers: this added to goodwill already enjoyed by British participants in the Annapolis show.

All told, the British presence at this increasingly popular annual event was much in evidence and will undoubtedly be looked for next year.

Aid offered for Budapest event

Provided there is sufficient response from industry, the Department of Trade will offer its support to British manufacturers wishing to exhibit at next year's International Spring Fair, Budapest, to be held at the Kobanya Fairgrounds, 21-29 May.

This event is one of the oldest established annual trade fairs in Eastern Europe and British firms have participated as a group with Department of Trade support under the British Pavilion scheme since 1964. This year, for the first time, the National Pavilion concept was abandoned and the event is now organised on the basis of Specialised Halls.

Companies wishing to apply for space or needing further information should contact either Mrs. A. Ray or Mr. W. Lewis by 22 November 1974 at Department of Trade, Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU; tel. 01-248 5757, ext. 7246 or 7184.

Lord Redmayne visits exhibitors in Chicago . . .

From Norman A. Olson, Commercial Dept., British Consulate-General, Chicago: The 16th International Marine Trades Exhibit and Conference held in Chicago's McCormick Place, 26-29 September, was highly successful for 11 British firms participating in a joint venture under the sponsorship of the British Ship and Boat Builders National Federation. This marine trade show, open to the trade only, is the largest boat show in the country. It occupies both exhibit halls in the mammoth McCormick Place exhibition centre which totals more than 600,000 sq. ft. It features the displays of some 700 manufacturers, including 1,500 boats, and attracts more than 25,000 members of the trade.

Despite fuel shortages and higher prices, Americans continued to enjoy the outdoors in general and water in particular by spending $2,000 million for recreational boats and equipment during the 1973-74 season. Sailboats, canoes and other unpowered craft made the best sales gains during the year as there seemed to be a waterborne version of the 'backpacking phenomenon' that is also evident in the United States. Manufacturers and dealers feel new markets are available as they confirm that a high percentage of buyers have never owned a boat before. Despite these new market sales, powercraft unit sales are down only slightly.

British exhibitors came to the show for many reasons and can attest to the market's size, interest and importance. About half the BOTB-supported joint venture participants exhibit to support their United States distributors, establish market objectives and introduce new products. Others come to take orders, while new exhibitors in the joint venture have an opportunity to test the market and seek agents.

This was the first exhibit in the United States for Essex Aluminium Co. Ltd., which came to find distributors and now has many promising possibilities to follow up: potential sales for deck hatches are substantial. Harrishok Ltd. also exhibited for the first time and has serious inquiries for national distribution of buoyancy vests and waterproof clothing. Peter Storm Waterproofs Ltd. exhibits to make sales and can now claim to be the market leader in foul-weather clothing for yachting.

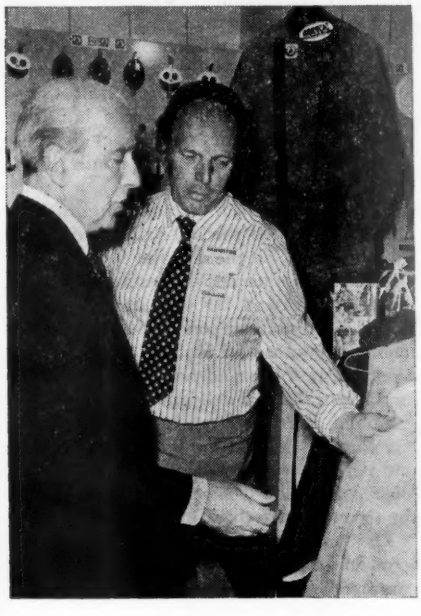
Brocks Electronics has found that its line of Seafarer navigation aids have had tremendous dealer response and the products seem to have reached a level of respectability that could also make them market leader. Avon Rubber show exhibits to support established distributors who take follow-up action.

RWO (Marine Equipment) Ltd., Simpson Lawrence Ltd., Marlow Ropes Ltd. and Munster Simms Engineering (Whale Pumps) also exhibited in support of their agents. Yacht Services (Midlands) came to sell and Jack Holt Ltd., in addition to making sales, feels the show provides an opportunity to get buyers and agents together with the manufacturer.

As Lord Redmayne, chairman of the North American Advisory Group to BOTB, was in Chicago during the event he was able to visit the show on opening day and offer encouragement to the joint venture exhibitors.

The Marine Trades Exhibit and Conference returns to McCormick Place, 18-21 September 1975, and all this year's British joint venture exhibitors anticipate another successful showing.

Chicago: Lord Redmayne is shown waterproof clothing by James Mendham of Jack Holt Ltd. at the International Marine Trades Exhibit and Conference.



. . . following tour of Louisville

From Brian N. C. Beevers, Vice-Consul (Commercial), British Consulate-General, Cleveland: Lord Redmayne, Chairman of the North American Advisory Group of the British Overseas Trade Board, stopped in Louisville during his North American tour to visit the 12 British companies at the International Woodworking Machinery and Furniture Supply Fair, Kentucky Fair and Exposition Center, 21-25 September.

The British companies were participating in a joint venture sponsored by Machine Tool Trades Association and Birmingham Chamber of Commerce, supported by the British Overseas Trade Board.

This biennial fair, co-sponsored by National Association of Furniture Manufacturers and Woodworking Machinery Manufacturers of America, attracted exhibitors from 16 countries. Britain, Canada, Germany and Italy were particularly well represented. The fair has continually expanded since its inception: this time nearly 10 per cent more floor space was used than in 1972, with a total of 220,000 sq. ft. net being occupied by over 600 exhibitors; attendance was up 5 per cent at 21,000.

As its name implies, the fair involves two sectors of US industry and the British exhibitors had their stands in the relevant sections of the exposition center.

In the machinery section, R. S. Brookman Ltd., Thomas Robinson and Son Ltd., Rye Machinery Sales Ltd., and Wadkin Ltd., well known British manufacturers of woodworking machinery, were making return visits to the fair, assisted by their US distributors. All reported satisfaction with their attendance.

Stenner of Tiverton Ltd., attending the fair for the first time, exhibited its bandsaw machine, while Matramatic Co. Ltd., another first-timer, had a working model of its upholstery machine which attracted much attention, and intends to exhibit at the next fair with a bigger stand. Another first-timer, A. V. Lancashire Ltd., exhibited buttoning machines and sold all exhibits on the stand.

The furniture supply section had Pirelli Ltd. and Joseph Gillott and Sons Ltd. making return visits to exhibit rubber chair webbing and castors, respectively. Joining the joint venture for the first time were Crompton Nettlefold Stenman Ltd., exhibiting furniture hardware, Wetherells Plastics Ltd., exhibiting plastic mouldings and Unerman Greenman Berger Ltd. which had previously exhibited handles for furniture on the stand of its US agent.

All these companies reported a successful show, either in orders received or interest aroused from US companies. The Birmingham Chamber of Commerce provided an information stand.

Lord Redmayne writes: At both the fairs I visited I was enormously impressed by the enthusiasm and punch of our exhibitors. I wish some of the prophets of doom could have met them, too.

Louisville: Lord Redmayne talks with C. Evans, of Rye Machinery Sales Ltd., at the International Woodworking, Machinery and Furniture Supply Fair.

Jeremy Vose, export manager, looks on as visitors on the Kosset stand examine tufted carpets made by a new process – Crawford Pickering warp dyeing – during the British Carpets Exhibition held in Tokyo.

Tokyo carpet show results in orders

Orders totalling £260,000 and a further £840,000 of business during the next 12 months are confidently expected by the 25 British firms that took part in the British Carpets Exhibition at the British Marketing Centre in Tokyo.

Last month's exhibition was supported by the British Overseas Trade Board and sponsored by the British Carpets Export Association.

Six companies at the exhibition, previously unrepresented in Japan, found agency contacts, while firms already established were enthusiastic about new business contacts made.

Geoffrey Davidson, executive director, British Carpets Export Association, said that all the firms had left Japan satisfied with the results of the exhibition and eager to return. BCEA is now considering further promotions to follow-up this worthwhile exploration into the Japanese market.

Sports goods event's increased attendance

From Robert Tempest, Commercial Department, British Embassy, Bonn: With a total of 121 exhibitors and five represented firms, British manufacturers made up the largest group of foreign exhibitors at the International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture, Cologne, 15-17 September.

Most British exhibitors participated in three main joint ventures, organised by the British Overseas Trade Board and Federation of British Manufacturers of Sports and Games, Camping Association of Great Britain and the Leisure and Outdoor Furniture Association. These joint ventures were to be found in Halls 1, 3, 5, 8 and 12 of the Cologne Fair Grounds among the specialised groups of manufacturers making up the grand total of 1097 exhibitors and 112 represented firms from 37 countries.

During the three days 25,200 trade visitors attended the fair from 69 countries. Overall attendance was up by four per cent on last year, with a very significant increase of nine per cent in the number of foreign trade visitors.

Every conceivable type of sporting and leisure equipment was to be seen in the 12 halls used for this fair and the very wide range available in each section for buyers to examine presented a formidable task for those interested in other than a narrow range of products.

Many of the British exhibitors have been attending this event for many years and know of its value for selling to many overseas markets. Many firms, too, have established themselves firmly in the German market, which is never easy with consumer products.

British exhibitors' stands were generally well visited, especially on the first day. Some lulls were noted on the second and third days but exhibitors were satisfied with interest shown by buyers. Many firms were visited by regular customers. The number and quality of inquiries from potential new customers from many countries was reported by most exhibitors to be good. This is the main factor at a fair where many items are of a type for which buyers tend not to place orders immediately but use the time to inform themselves on what suppliers have to offer.

The enthusiasm of British exhibitors was all the greater than last year because of a certain easing in their raw material supply situation which made the quoting of delivery dates a more definite factor in sales discussions.

Exhibitors showing products as wide ranging as fishing tackle, swimming headwear, dartboards, tents and camping equipment, enjoyed almost by tradition a generally constant flow of buyers on their stands. But greater interest could be detected in some other sectors of the trade than perhaps was the case in previous years. Products such as riding equipment and riding wear, sports clothing generally and sports footwear interested buyers. Most exhibitors showing products in these sections were well visited. Mountaineering equipment and clothing was also well sought after by buyers and the British exhibit included a number of firms producing good quality equipment for this section of the trade.

Prices of British products continue to be very competitive judging by the performance of a broad section of exhibitors who found no serious objection expressed by buyers to the price asked for British-manufactured products. German manufacturers indicated that on average they have had to pass on price increases of 10-20 per cent, compared with those quoted last year.

Surprisingly, little was noticed by exhibitors of the anticipated reluctance of buyers to discuss business because of the general slackening in the retail trade as a result of worldwide economic uncertainty. In the Federal Republic, at least, the sports goods retail trade has been one of the least affected by the reluctance of consumers to spend their money.

Gardening seen as a growth industry

From Hilda Mock, Commercial Department, British Embassy, Bonn: The International Garden Trade Fair, Cologne, 15-17 September, attracted 10,700 trade visitors, of whom 3,150 were foreign. Against the background of a worldwide strain on the economy, there was some degree of uncertainty about the success of the fair in general prior to the event. However, at the close, most exhibitors were well satisfied with the results achieved.

The United Kingdom supplied the largest contingent of direct foreign exhibitors, with 27 firms showing on a joint venture stand supported by the British Overseas Trade Board and very efficiently organised by Gardenex.

Despite at times unbearably high temperatures in Hall 14, in which the British stand was located, the atmosphere there was one of general delight and satisfaction. With only one or two exceptions all British Stands were very busy right from the start of the fair and some of the UK firms which had been coming to Cologne for a number of years in succession commented that the first day of this year's event was more successful than the whole duration of any of its predecessors.

Particularly rewarding was the interest shown by German buyers and many of the UK exhibitors regarded their participation this year as the breakthrough to the German market which they so long had hoped for. It was the consensus that the Germans are now far more sophisticated in their attitude towards gardening than they had been some years ago. High quality products from Britain were therefore much in demand.

Many orders were taken and a large volume of top quality inquiries were taken from an almost uninterrupted flow of visitors, not only from the Federal Republic but from many other countries including the EC, Scandinavian countries, Japan, South Africa, Canada, USA, Australia.

Yardmaster, which manufactures unique metal pre-painted sheds for the garden and exhibited in Cologne for the second time, was extremely pleased with results achieved – to a large extent through its showing in Cologne. Yardmaster concluded major agreements in France and Holland and was able significantly to expand activities in Switzerland, Australia and Belgium. For the Federal Republic it reached an agreement with a company in Cologne for three years with an undertaking of a minimum turnover of DM1.25m in the first year, to be doubled in the second and trebled in the third year.

The tendency towards an increased interest in greenhouses in the Federal Republic continued.

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NETHERLANDS	£3·65	£5·10	£4·60	£6·25
SWEDEN	£4·00	£6·80	£5·00	£8·45
SWITZERLAND	£3·65	£4·90	£4·60	£6·00

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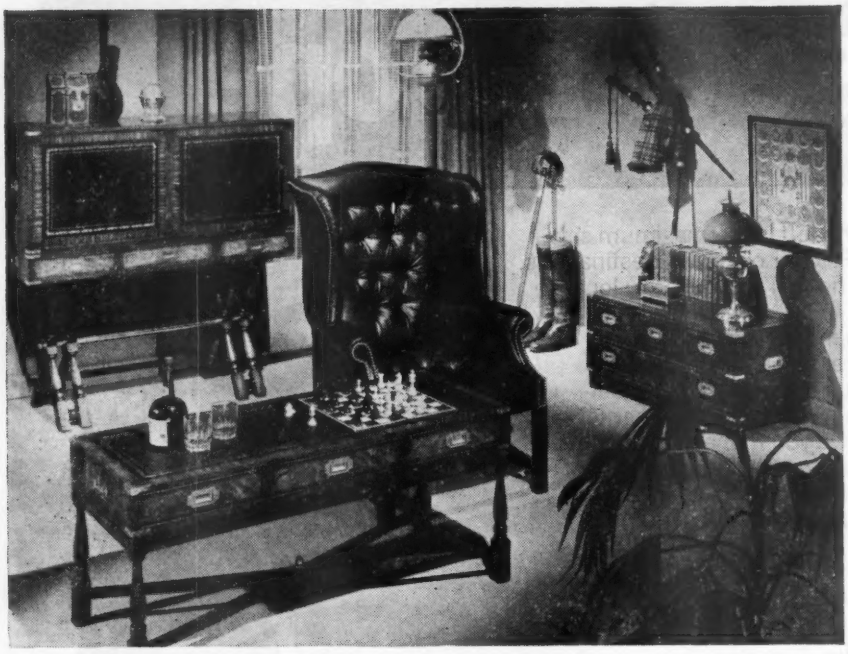

Jaycee Furniture Ltd. of Brighton is to distribute the N. Norman Ltd. range of Regency-style furniture in the Federal Republic of Germany through its Solingen-based subsidiary Jaycee Furniture Ltd. (Deutschland) GmbH. According to sales manager Richard Norman 'Growing popularity of our furniture in a market with West Germany's enormous potential makes it essential to have a formal sales network and warehousing facilities there: these Jaycee has ready made and we are pleased to be associated with its expertise.'

Now – Austin Reed open in Copenhagen

Austin Reed has opened its new complete man's shop on Ostergade – the famous pedestrian shopping street in Copenhagen.

The store, which has a total selling area of over 8,000 sq. ft. on four floors, is on a corner site in one of the best retail positions in Denmark..

About 40 per cent of the quality menswear that Austin Reed will sell in Copenhagen is British; most of the rest comes from local Scandinavian suppliers.

Copenhagen marks the third European capital city opening for Austin Reed in three months. Austin Reed, Brussels, opened in September on an important new site in Place de Brouckere. it is the largest and most comprehensive quality menswear store in Belgium. A new similar sized store opened in Edinburgh during August.

Austin Reed chairman Barry Reed said: 'Copenhagen is the fifth of these new larger stores that we have opened this year. The size of these stores and the comprehensive range of the merchandise in them is giving a new image to Austin Reed.

'We are starting to see the results of a major shift in policy away from just having Regent Street and numerous small shops towards large stores in important regional centres of the UK and the major cities of Northern Europe. It is as yet early days but the initial signs suggest that it was the right decision.'

Major mechanisation scheme for Canadian postal sorters

An order worth £1.6 million has been awarded to GEC-Elliott Mechanical Handling Ltd. of Melksham by the Canadian Department of Supply and Services, acting for the Canadian Post Office, for a major postal mechanisation project at two new sites in Toronto.

A total of some 300 conveyors of various types will be installed in the two centres which will incorporate nine sorting areas with associated feed and take-away conveyors and a unique document conveying system.

Parcels and packets delivered from the bag emptying sections will be discharged from the chutes on to a two-way main conveyor line for individual selection and transfer to subsidiary belts for ultimate delivery to one of several Machines.

Accumulation systems play an important part in the overall installation and these queueing conveyors are designed specifically to meet high throughput requirements enabling the most delicate package to be handled without damage by crushing or collision. The packages themselves actuate an accumulation mechanism to form a live store wherever it is needed throughout the system.

Soviet motor lines take strip-formers

Rockwell Machine Tool Co. of Welsh Harp, London, has obtained a further order for £250,000 which brings its total contract for supplying advanced strip-forming machines for the new Kama Automobile Plant at Naberezhnyny Checny, Tatarskaja, in the USSR to more than £900,000.

Rockwell, one of the companies of Tube Investments Machine Division, has now negotiated three orders for this factory with the Russian agency Vo Avtopromimport.

The Rockwell machines, which have special design features required by the Soviet agency, will be manufactured by Matrix Machine Tools Ltd. of Coventry.

Machine tools to make Japanese cars in Korea

Herbert Machine Tools Ltd., member of the Alfred Herbert Group, has signed an agreement to supply machine tools to Hyundai Motors of Seoul, South Korea. The orders total £397,000.

Hyundai Motors is setting up extensive new plant to manufacture Japanese cars under licence and is establishing a buying office in London to acquire the necessary machine tools.

The greater part of the orders is due for delivery in May 1975. A wide range of Herbert machine tools is involved, including grinding, drilling, turning and milling machines.

Additionally, Sigma measuring equipment has been ordered from Herbert Controls and Instruments Ltd. and broaching machines from Herbert Small Tools and Equipment Ltd.

Herbert engineers will visit South Korea to install the machines and to train Korean personnel.

Missions and Tours

Scottish Council business group visits Far East

The members of a trade mission to Korea and Indonesia recently returned home after a most successful tour. The visit to Korea was led by W. Inglis, sales manager, Brown Brothers and Co. Ltd., Edinburgh, and organised by The Scottish Council (Development and Industry), with J. C. Craig, manager, Chief Overseas Branch, Clydesdale Bank Ltd., Glasgow, as deputy leader and Mary Bell, Scottish Council (Development and Industry) as mission manager.

Miss Bell writes: Last month's mission was the first broadly-based business group from the UK to visit Korea, a country where there has been spectacular economic progress since 1961 under President Park, particularly now in the development of shipbuilding and heavy and chemical industries. The visit could not have taken place at a more propitious time, since the Korean Government and businessmen are now determined to expedite and expand economic links between Korea and the UK as an integral part of their plans to increase their economic links with Western Europe.

The reception given to the leader and members of the group on all sides, not least in the very extensive and favourable editorial coverage given to the visit by the Korean press and by Korean TV, left members in no doubt that the Koreans are sincere in their wish to expand business with the UK and that they welcomed the opportunity to discuss ways in which the members of the group could offer their specialised technology and management skills to assist with the economic development of Korea and, in particular, of the heavy and chemical industries.

Chung Ju Yung, chairman, Hyundai Group of Companies, in his capacity as chairman of the recently-established Korea British Business Promotion Committee, with the co-operation of the Federation of Korean Industries and the Korean Traders Association, arranged for the members of the group to meet all the appropriate leading members of the Korean Government and business community, starting with the then Deputy Prime Minister/Economic Planning Minister, Tae Wan Son, downwards.

I should also like to report that the service given to us by the Commercial Department of the Embassy in Seoul was really first class.

All members of the group were most favourably impressed by the developments taking place and have established contacts which they believe will lead to an expansion of trade between Korea and Scotland. Members believe that far too little is known as yet in Scotland about the Korean market and plan to do their best to encourage other firms to visit Korea to see for themselves. It is hoped that visitors from Korea will come to Scotland before long to further business relations between the two countries.

Inquiries were received by members in Korea and further inquiries have already been received in Scotland.

The visit to Indonesia, with vast natural resources and the fifth largest population in the world, was also most worthwhile. The interest expressed by Indonesians who met the members of the group is such that some members are already planning to return within the next few months because of the definite nature of the projects which have been discussed during the visit.

Indonesia is a country on the move with very large plans for developments of all kinds in the future. It is a buyer's market and one which must be treated as a market in its own right. There is a free market in foreign exchange almost unique in the developing world. The members of the group have all made personal contacts which they hope will lead to the conclusion of agency arrangements so that they may maintain the essential personal contacts needed to keep their companies in touch with future business opportunities.

Chinese pottery delegation tours UK ceramics industry

A five-man trade delegation from the People's Republic of China visited Gibbons Brothers Ltd., of Brierley Hill, a member of the Gibbons Dudley Group, last month.

Led by Chen Chin-kang, chairman of the pottery division of the Chinese Ministry of Light Industry, the delegation was touring the British ceramics industry at the invitation of the British Ceramic Plant and Machinery Manufacturers Association and the Sino-British Trade Council.

The visit included a tour of Gibbons Brothers' Lenches Bridge Works, laboratories and apprentice training school; and a trip to the Coopers Bank Works of Gibbons Refractories Ltd. where the delegates saw the complete process of manufacturing refractory bricks from the green state to finished ware.

Films were shown of Gibbons Brothers' operations in the white ware and heavy clay sectors of the industry.

After lunching at Lenches Bridge, the delegation was accompanied by Gibbons Brothers' representatives to the Royal Worcester Porcelain Company's factory where Gibbons equipment is in operation.

The picture above shows the delegation outside the Lenches Bridge offices with Gibbons Brothers representatives at the rear (left to right) J. Carter, works director; L. J. Gunn, ceramics project manager; J. A. Lowe, deputy chairman; K. J. Crowther, publicity manager. Also pictured is Joanne Seymour, representative of the Sino-British Trade Council.

Trade Information

Application for reimposition of import duty on EEC goods and associated reductions of duty on non-EEC goods

The Department of Trade has received applications for the reimposition of the United Kingdom 'M' and 'full' rate duties with effect from 1 January 1975, on the following items. This is in response to the notice of the Annual Review of temporary suspension/reductions of import duty published in *Trade and Industry* on 26 September 1974.

Tariff heading	Description	Reference
28.38	Zinc sulphate	T 14404
29.01	Styrene	T 14253
29.04	*n*-Pentan-2-ol	T 14246
29.05	(±)-Menthol	T 13864
29.15	Adipic acid	T 14548
	Di-*n*-butyl phthalate	T 14570
68.13	Asbestos paper, rubber impregnated, in rolls, being not less than 0.55 mm. and not more than 0.85 mm. in thickness, weighing not less than 500 g. and not more than 780 g. per sq. mm., and having a loss on ignition at 1,000° C of not less than 24.0% by weight and not more than 32.0% by weight	T 10254/2
73.07	Blooms, billets, slabs and sheet bars of iron or steel, rolled but not forged	T 10435
73.09	Universal plates of iron or steel	T 14486
73.10	Bars and rods of iron or steel, not further worked than hot-rolled or extruded, in straight lengths and having a rectangular cross-section of which the width is not less than 10 mm. nor more than 210 mm. and the thickness is not less than 6 mm.	T 11029
	Bars and rods of iron or steel, not further worked than hot-rolled or extruded, in straight lengths or in coils, of circular, square or hexagonal cross-section, or ribbed and of which the greatest cross-sectional dimension does not exceed 156 mm.; in the case of square cross-section the corners may be either square or rounded	T 11029
	Wire rod (ECSC), or iron or steel and of round section	T 14473
73.11	Angles, shapes and sections of iron or steel, not further worked than hot-rolled or extruded, and not clad; in the case of IUH and Z Sections the distance between the outer surfaces of the two parallel planes is to be not less than 70 mm., in the case of angles the outer length of the leg or of the longest leg is to be not less than 70 mm. and in all other cases the greatest dimension of the cross-section is to be not less than 70 mm.	T 14486
	Sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements	T 14625
73.12	Hoop and strip of iron or steel, zinc-coated	T 14707
73.13	'Electrical' sheets and plates, of iron or steel, hot-rolled or cold-rolled but not plated, coated or clad or otherwise worked	T 15024
	Sheets and plates of iron or steel, cold-rolled but not coated or otherwise worked	T 14363
	Sheets and plates of iron or steel, hot-rolled but not coated or otherwise worked	T 14360
	Sheets and plates or iron or steel, zinc-coated (ECSC)	T 14707
73.14	Iron or steel wire, galvanised or coated with polyvinyl chloride: of circular cross-section and having a diameter of not less than 0.3 mm. and not more than 5.0 mm. containing not more than 0.2% by weight of carbon and not less than 0.1% and not more than 0.4% by weight of manganese; having a tensile strength not greater than 55 kg/mm²	T 14742
73.15	Alloy steel bars, containing not less than 0.40% and not more than 0.70% by weight of nickel, not less than 0.40% and not more than 0.60% by weight of chromium, not less than 0.20%, and not more than 0.30% by weight of molybdenum as the major alloying elements, being not less than 76 mm. and not more than 215 mm. in diameter and not less than 5 m. and not more than 8 m. in length	T 14367
	Alloy steel bars, containing not less than 0.90% and not more than 1.20% by weight of nickel, and not less than 0.30% and not more than 0.60% by weight of chromium, not less than 0.20% and more than 0.30% by weight of molybdenum as the major alloying elements, being not less than 76 mm. and not more than 215 mm. in diameter and not less than 5 m. and not more than 8 m. in length	T 14367
	Alloy steel bars, containing not less than 0.90% and not more than 1.20% by weight of carbon, and not less than 1.30% and not more than 1.60% by weight of chromium as the major alloying elements, being not less than 76 mm. and not more than 215 mm. in diameter and not less than 5 m. and not more than 8 m. in length	T 14367
	Alloy steel billets, containing not less than 0.50% nor more than 0.60% by weight of carbon, not less than 0.70%, nor more than 1.00% by weight of manganese and not less than 1.50% nor more than 2.00% by weight of silicon as the alloying elements; having a cross-section of which neither width nor thickness is less than 55 mm. or more than 80 mm.	T 14654
	Alloy steel billets containing not less than 0.3% and not more than 1.7% by weight of manganese and containing one or more of the following elements, by weight, in the proportions indicated:	T 14791

	Not less than (%)	Not more than (%)
Chromium	0.3	5.0
Nickel	0.4	5.0
Molybdenum	0.2	2.5

and having a cross-section of which neither the width nor the thickness is less than 50 mm. nor more than 250 mm.

	Bars and rods of alloy steel, not further worked than hot-rolled or extruded and in coils, having a circular, square or hexagonal cross-section of which no cross-sectional dimension exceeds 46 mm. and containing either (a) not less than 0.10% lead; or (b) not less than 0.10% sulphur as the major alloying elements other than carbon	T 14656
	Bars and rods of alloy steel, not further worked than hot-rolled or extruded and in straight lengths, having a circular, square or hexagonal cross-section of which no cross-sectional dimension exceeds 156 mm. and containing either (a) not less than 0.10% lead; or (b) not less than 0.10% sulphur as the major alloying elements other than carbon	T 14656
	Bars and rods of high carbon steel, in coils, not further worked than not-rolled, of circular cross-section and having a diameter of not less than 13 mm. and not more than 28.5 mm.	T 14473
	Steel sheets, rectangular or in coils, being steel containing not less than 2.0% nor more than 3.5% by weight of silicon as the major alloying element; with a manganese content exceeding 0.1% and an aluminium content exceeding 0.01%; whether or not coated and of a width not exceeding 1,250 mm. and a thickness not exceeding 1.6 mm.	T 10895
	Wire rod (ECSC), of high carbon steel and of round section	T 14473
73.18	Longitudinally welded steel tubes of circular cross-section and in lengths of not less than 1.5 m. and not more than 8 m. having an outside diameter of not less than 47.98 mm. and not more than 50 mm.; with a wall thickness of not less than 3.5 mm. and not more than 5 mm.; containing not more than 0.06% sulphur and not more than 0.06% phosphorus; having a tensile strength of not less than 34 kgf/mm² and not more than 48 kgf/mm² and a minimum yield stress of 21.3 kgf/mm².	T 14525

Representations should be addressed to Department of Trade, Tariff Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, giving the respective reference shown above. These should be received by 7 November 1974.

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ECGD News

☐ Overseas investment insurance: 50 agreements covering £11 million

Fifty overseas investments insurance agreements covering investments worth £11 million are currently insured by the Export Credits Guarantee Department.

In the 12 months up to 31 March this year, 27 insurance agreements were concluded, covering nearly £6 million worth of investment. Most of the agreements concerned African and Far East markets. These figures are contained in the annual report on the ECGD's investments insurance scheme published by HMSO (price 8p). Investments were mainly in the food, hotels, and metal manufacture industries.

During the year 110 applications for the insurance of new overseas investment worth £75 million were received, and since the end of the period covered by the report a further 45 applications have been received.

The object of the scheme is to promote the flow of new investment to developing countries by offering insurance against the political risks of expropriation, war damage, and restrictions on transfer of remittances.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotions Division of the Department of Trade (at the appropriate Regional Office for firms outside London, and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help, where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department of Trade would therefore welcome receiving notification of any businessmen intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

UK import licensing and tariff quota announcements: revised arrangements

As previously announced, the circulation of individual copies of notices to importers is to be discontinued.

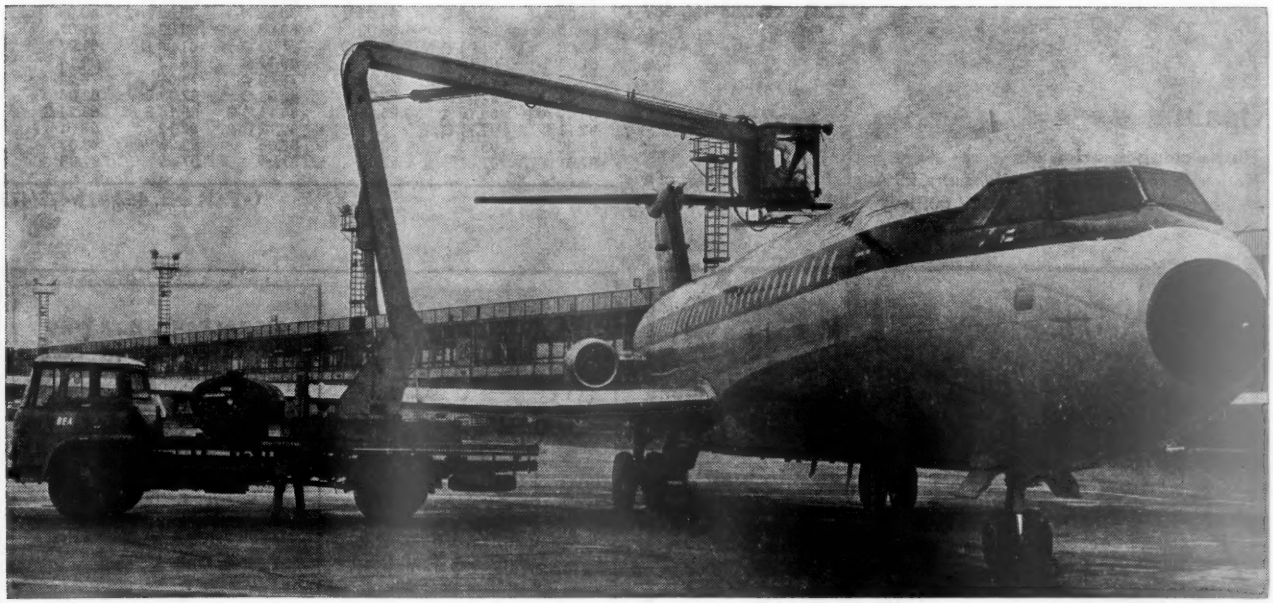
Importers should note that the next notice to importers in the series (NTI No. 1466), and thereafter, will be published only in *Trade and Industry*. Henceforth the NTI series will relate only to Department of Trade import licensing arrangements; there will be separate announcements in *Trade and Industry* about tariff quotas.

Hints to business men booklets

Revised editions of the booklets on Paraguay, Congo, Kuwait, Bolivia and the USA, have been published in the 'Hints to Business Men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services and Promotions Division, Department of Trade, Room D 05-09, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, ext 7146, or to any Regional Office of the Department of Industry.

Cyprus: commercial contacts

Postal, telegraph and telex facilities between the UK and Cyprus are operating, and British firms are asked to make use of these facilities when establishing routine contact with Cypriot agents and customers. In exceptional cases the Commercial Department of the British High Commission may be able to help.



Aircraft maintenance being carried out by means of an hydraulic platform built by Simon Engineering, of Dudley, Worcestershire. Export executive Bill Shannon is to represent the company on a Birmingham Chamber of Commerce trade mission to Hong Kong, November 1-9. He will be promoting Simon hydraulic platforms and introducing two new marine access equipment developments – a dock arm and an internal cargo tank access device.

Tariff and Trade Notices

France

Ban on imports of game

The French *Journal Officiel*, 2 October 1974, announced that imports from all sources of live animals and birds (vertebrates) falling within tariff heading 01.06C will be prohibited from 2 December 1974. The ban covers France and her overseas departments of Guadeloupe, French Guiana, Martinique and Reunion and includes goods in transit. On request special derogations may be granted by the Minister of Agriculture, Direction des Services Vétérinaires, 5 rue Ernest-Renan 92130 Issy-les-Moulineaux. Copies of the French text can be sent on request or seen at Export House.

OTAR ext. 423/408/482

Belgium

Price control regulations

The *Moniteur Belge* No. 197, 11 October 1974, published a decree dated 8 October 1974 concerning the price control of mattresses, bolsters and pillows. The decree came into force on 11 October 1974.

The *Moniteur Belge* No. 199, 15 October 1974, published a decree dated 10 October 1974 concerning the price control of spring mattresses. The decree came into force on 15 October 1974.

Copies of the decrees (in French) are available.

OTAR ext. 288/466/467

Cigarettes: excise duties increased

The *Moniteur Belge* No. 197, 11 October 1974, published a decree dated 1 October 1974, amending the excise duties on cigarettes. The special excise duty levied in addition to the *ad valorem* and specific excise duties on cigarettes manufactured in or imported into Belgium has been increased to 2 per cent of the retail price plus 0.01 franc per cigarette, the cumulative total of the *ad valorem*, specific and special excise duties not being less than 0.52 franc per cigarette. The decree came into force on 14 October 1974.

Copies of the decree (in French) are available.

OTAR ext. 288/466/467

Spain

Home compensation tax

Notice was given in *Trade and Industry*, 29 August 1974, page 443, of a reduction in home compensation tax levy valid until 15 September 1974. The Spanish *State Gazette*, 15 October, announced the extension of the period of validity until 15 December 1974 as follows:

Tariff no.	Description	Home compensation tax levy
12.01.B.3	Soya beans	1.5%
ex 12.02.B	Flours or meals of soya beans	5.5%
ex 23.04.B	Oil cake and other residues of soya beans	5%

OTAR ext. 462/471/472/473

Liberalised goods transferred to global quota sector

The Spanish *State Gazette*, 18 October 1974, announced that due to balance of trade problems some goods previously on the list of liberalised trade had been temporarily transferred to the sector of global quotas. Tariff headings of goods affected are listed below. Copies of Spanish text may be obtained from OTAR Section.

33.06	34.01 B	34.02 B	36.05	39.01 A	39.01 B
39.02 A-2	39.02 C	39.02 E	39.02 N-1	39.02 N-2	50.09
50.10	58.01	58.02	58.03	59.02 C	59.07
59.08	61.01 D	61.02 D	61.03 D	61.04 D	61.07
61.09	61.10 D	69.11 B	69.12 B	69.13	69.14
70.21 C	71.15	71.16	73.40 C	78.01	78.02
82.02	82.03 A	82.03 B	82.03 C	82.03 E	82.04
84.41 A-1	85.15 A	85.15 B-1	85.15 B-2	85.15 E	85.24 C
92.11 C	92.11 D	92.11 E	92.12 B-2	92.13	93.01
93.02	93.03	93.04	93.05	93.06	93.07
97.01	97.02	97.03	97.04	97.05	97.08

OTAR ext. 462/471/472/473

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

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Portugal

Sulphuric acid: drawback of import duty

Trade and Industry, 11 October 1973, published details of Order 622/73 authorising until 31 December 1973, the import under drawback of sulphuric acid intended for the manufacture of 18 per cent superphosphate for export. Order 607/74 of 19 September 1974, extends the provisions of this Order to 3,990,218 kg. sulphuric acid imported until 31 December 1974. For each 1,000 kg. of 18 per cent superphosphate exported the duty on the import of 372 kg. sulphuric acid will be refunded.

OTAR ext. 460/461

Sweden

Foodstuffs with sugar: marking regulations

In *Trade and Industry*, 12 September 1974, notice was given of a supplement to the marking regulations on foodstuffs containing sugar due to enter into force on 1 October 1974. The entry into force of Section 6 (b) of these regulations has been deferred until 1 July 1975.

OTAR ext. 458/459

Czechoslovakia

New customs law

Czechoslovakia has passed a new Customs Law No. 44/1974 Sb which will come into effect on 1 January 1975. The law is intended primarily to give clearer expression to the rules governing the administration of Czechoslovak customs. It is not likely to cause any changes of consequence to the British traveller or exporter. A copy of the law in Czech may be referred to in the Department of Industry library.

CRE tel. 01-215 5267

Israel

Cigarettes: excise duty amendments

The Israeli authorities have issued the following amendments to the Excise on Tobacco (Variation of Tariff) Order 1973.

IN SECTION 1: CIGARETTES

	(a) Packets each containing 20 cigarettes retailed at a price	
1	Exceeding IL 0.80	55%
2	Exceeding IL 0.80 but not IL 1.50	60.5%
3	Exceeding IL 1.50	63%

OTAR ext. 420/475

Ghana

Payment of registration fees

The following Notice to Importers was published in the Ghana Commercial and Industrial Bulletin, 27 September 1974:

Notice to Importers No. 420

PAYMENT OF REGISTRATION FEE BY IMPORTERS IN THE REGIONS

It has become necessary to revise the present method of payment of registration fees by commercial importers in the Regions.

2 The current method of payment is that an importer in the Region pays the registration fee of C50 at any bank in the Region. Upon receipt of the amount, the bank advises the Bank of Ghana, Accra, which in turn advises the Ministry of Trade before an official receipt is issued by the Ministry to the importer.

3 This process takes about three weeks and in order to minimise or curtail the delay, importers in the Regions prefer travelling to Accra to make direct payments to the Bank of Ghana, Accra, and obtain official receipts from the Ministry within a day. Their impatience is understandable especially when they are requested to beat a date-line within which import papers are to be submitted to the Ministry.

4 There is therefore the need to simplify the mode of payment by such importers and save them the trouble of travelling all the way to Accra.

5 Accordingly, it has been decided that with immediate effect:

(i) all importers in the Regions may pay their registration fees at the Regional Treasuries and obtain receipts for such payments, and

(ii) all such amounts should be payable to the Ministry of Trade Account No. 12.

OTAR ext. 473/472/471/462

KNOW MORE ABOUT INDIAN ENGINEERING GOODS

Take a close look at India's list of engineering exports. Machine tools, cutting and hand tools, electric motors, switchgear and motor control gear, diesel engines, internal combustion engines, pumpsets, automobile components, electronic components, steel pipes, power cables, bicycle parts and motor cycles, castings, forgings.

We have more than 4,000 manufacturers and exporters as members and just as we help them find the best markets to sell in, we will help you find the best markets to shop in. With us here, you'll find your way around better.

Engineering Export Promotion Council - India,

Tel: 01-439 4503/4

Telex: 23827

VISIT THE "ENGINEERING PRODUCTS DISPLAY CENTRE" AT 28/30 CORK STREET LONDON W.1.

Tanzania

Import licensing control

Full details of the Tanzania new Open General Licence have now been received. Changes have been made in addition to those set out in *Trade and Industry*, 10 October 1974, page 75.

These changes, which affect the procedure of import licensing, are too detailed to be reproduced here. Inquiries should be made giving the customs tariff (BTN) number of the goods concerned.

OTAR ext. 471/472/473/462

Portuguese Overseas Territories

Duty reduction and tariff amendment

Portuguese *Diario do Governo*, No. 220 of 20 September 1974, published decree-law 468/74 on duty reductions and tariff amendments in the Portuguese Overseas Territories.

1 Cars, motorcycles and scooters, with or without motors, and wheelchairs and vehicles with propulsion mechanism, even with a motor, especially constructed or adapted for use of invalids, may be admitted either free of duty and customs charges or at reduced rates, into the Overseas Territories.

2 Serum and vaccine imported into the Overseas Territories are exempt from payment of the general customs charges.

3 The note to BN 48.07 of the Mozambique import tariff is amended as follows:

Note The rates for headings listed below will be fixed as shown, for such period as industries established within the Province do not produce such products, or the quantities produced do not satisfy the needs of home-consumption, and if the application of the tariff rates do not result in a lesser amount.

48.07.02	*ad valorem*	15%
48.07.05	*ad valorem*	15%
48.07.06	*ad valorem*	15%
48.07.07	*ad valorem*	15%

OTAR ext. 460/461

Mozambique

Wine: consumption tax

Export Intelligence Service notice 208 of 1 March 1974, published details of revised rates of consumption tax in Mozambique.

The following amendment has been made to Table II, BN 22.05 (wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol) by Decree 65/74 of 10 August 1974, published in *Boletim Oficial de Mozambique* No. 93:

22.05.03	Wine, bottled at source of locally, with a registered designation of origin, legally defined	12.00 escudos per litre
22.05.04	Wines, not specified, and must in containers of not more than 2 litres	5.00 escudos per litre
22.05.05	Wines, not specified, and must in unspecified containers	5.00 escudos per litre

OTAR ext. 460/461

Bank nationalised

Decree-law 451/74 of 13 September 1974 (*Boletim Oficial de Mozambique* 113-1 series of 28 September 1974), announced the nationalisation of Banco Nacional Ultramarino, with effect from 15 September 1974. Further details are available. **CRE tel. 01-215 5794**

South Africa

Tariff changes

The following amendments were published in the South African *Government Gazette*, 11 October 1974:

R1822 BN 64.02, 64.03 and 64.04: The rate of duty on certain footwear is amended.

INDUSTRIAL REBATES

R1810 BN 25.01 and 73.27:
1 Provision is made for a rebate of the full duty on common salt for the manufacture of chlorine and sodium hydroxide (caustic soda).
2 Provision is made for a rebate of the full duty on woven wire materials of iron or steel, for the manufacture of filters and filter elements for internal combustion piston engines.

R1823 BN 59.08: Provision is made for a rebate of the full duty on textile fabrics coated or covered with artificial plastic material for covering heels or platforms or for the manufacture of uppers or inner soles.

OTAR ext. 471/472/473/462

Registered trade marks

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Tariff application

Customs Tariff Application List 643, published in the South African *Government Gazette*, 25 October 1974, contains an application to the Board of Trade and Industries for increase in duty on:

Certain yarns – classifiable under tariff sub-headings 55.05.90, 56.05.20, 56.05.50, 56.05.90, 56.06.10, 56.06.20, 56.06.90, 56.05.10, 56.05.40, 56.06.80.

Certain chemicals – classifiable under tariff sub-headings 29.15.70, 38.19.72, 29.13.10, 29.14.30, 29.14.37, 29.04.30, 29.13.40.

Handkerchiefs.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

Any firm proposing to make independent representations to the South African authorities and requiring further information concerning the application, should address inquiries to the Commercial Relations and Exports Department, Department of Trade.

CRE tel. 01-215 5274

Australia

Footwear import quotas

The Australian Government has accepted in principle the report of the Temporary Assistance Authority on its inquiry into footwear. The inquiry covered the following items:

Tariff item		
64.01.4		Footwear with soles and uppers of rubber or plastic: other (total imports 1973/74 9.5 million pairs, main suppliers Hong Kong, Korea, Taiwan, Japan, Italy, UK)
64.02		Footwear with soles of leather. Footwear with soles of rubber, etc., other than footwear falling within item 64.01
	(A)	64.02.3: other, not being with uppers of leather (total imports 1973/74 3.2 million pairs, main suppliers Hong Kong, Japan, Taiwan)
	(B)	64.02.9: other (total imports 1973/74 7.3 million pairs, main suppliers Brazil, China, India, Italy, Spain, Taiwan, UK)
64.03.9		Footwear with outer soles of wood or cork: other (total imports 1973/74 0.27 million pairs, main suppliers Hong Kong, Italy, Taiwan)
64.04.9		Footwear with outer soles of other materials: other (total imports 1973/74 1.9 million pairs, main suppliers China, Hong Kong, Japan, Korea, Taiwan)

Temporary restrictions intended to limit imports over the next 12 months to a level 20 per cent higher than the 1972/73 level and 30 per cent lower than 1973/74 have been imposed with effect from 18 October 1974. Gum boots, wading boots and specialist sporting footwear will not be covered by the restrictions and consideration will be given to goods in transit or bond. Ref. CRE 1296/74

CRE tel. 01-215 5318/5319

CRE tel. Direct dialling **OTAR** telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

New Zealand

Metric domestic measuring equipment

The New Zealand Food and Consumer Goods and Services Sector Committee of the Metric Advisory Board is concerned about imports of sub-standard and non-metric domestic equipment.

The Sector Committee has drawn attention to the following:

Some imported metric equipment did not conform to the New Zealand standard (cups, jugs, spoons)

Some imported non-metric equipment was still being brought into retail stock and presumably into the country

Some household scales were poorly designed, had impractical calibrations and were difficult to read.

British exporters are advised that all domestic measuring equipment for export to New Zealand must conform to the minimum requirements of the New Zealand Standard Specifications, published under the reference NZ SS8541.

Copies are available from the British Standards Institution, 2 Park Street, London W1 (tel. 01-629 9000).

Ref. CRE 35289 **CRE tel. 01-215 5321**

Hong Kong

Methyl alcohol: import control

The Hong Kong *Government Gazette* has published the Import and Export (General) Regulations (Amendment of First Schedule) Order 1974, which amends the first schedule to the principal regulations by inserting after item 4 the following:

5 Methyl alcohol (also known as methanol)

This means that an import licence is required for the importation of methyl alcohol into Hong Kong. Control of this substance is now being excercised under the Import and Export (General) Regulations instead of under the Dutiable Commodities Ordinance.

OTAR ext. 469/468/401

Canada

Addition of vitamins and mineral nutrients to foods

The Canadian Department of Health and Welfare has issued Information Letter 426 which sets out the proposed amendments to the Food and Drug Regulations that make the addition of certain nutrients to foods compulsory. Details are available; comments should be made by 1 November. **OTAR ext. 455/456/7312**

Medical devices: import regulations

The Canadian Department of Health and Welfare has issued Information Letter 427 which sets out proposed regulations under the Food and Drug Act to control the importation of medical device items into Canada. Details are available; comments should be made by 1 November. **OTAR ext. 455/456/7312**

Acrylic yarns: import inquiry

The Canadian Department of Industry, Trade and Commerce has announced that the Textile and Clothing Board is to hold an inquiry into imports of acrylic yarns. Comments should be made by 4 November. **OTAR ext. 455/456/457**

United States

Federal Register notices

Notices of interest to British exporters have been published in the United States *Federal Register* on the dates shown in parentheses:

Anti-infective drugs: FDA notice on the effectiveness of certain dermatological drugs (9 October 1974).

Food labelling: FDA notice on request for temporary extensions in respect of the uniform effective date for new regulations (10 October 1974).

Packagings for transport of hazardous materials: Proposed rules and amendments concerning the use of certain packagings (11 October 1974).

Consumer Product Safety Commission – banned hazardous substances: The CPSC order which denied requests for a stay and public hearing and confirms the classification of self pressurised household substances containing vinyl chloride monomer as a banned hazardous substance (11 October 1974).

Sporting goods – excise tax: Details of an excise tax of 11 per cent on certain bows and arrows, parts and accessories for sporting purposes (11 October 1974).

Processed cheese: The order to permit the use of enzyme modified cheese as an optional ingredient in pasteurised process cheese, cheese food and cheese spread became effective 13 August 1974 (15 October 1974).

Mobile homes: Proposed rules to amend Motor Vehicle Safety Standard No. 108 relating to lamps and reflectors on mobile homes: comments are invited before 10 January 1975 (15 October 1974).

Bicylist safety: The National Highway Traffic Safety Administration invites comments on proposed rule-making: closing date 16 December 1974 (15 October 1974).

FDA Fair Packaging and Labelling Act: Drugs in bulk packages; exemption for processing, repacking or manufacture (15 October 1974).

Lifesaving equipment: A change in the buoyancy requirements for type IV Personal Flotation Devices (16 October 1974).

Vehicle safety regulations: Extension until 13 December 1974 for comments on test procedure for door locks and retention components (16 October 1974).

Pesticides: The Environmental Protection Agency proposed registration, classification procedures and labelling requirements (16 October 1974).

Over the counter drugs: The time for comments on the proposed monograph for antimirobial products has been extended to 13 January 1975 (17 October 1974).

A copy of the text is available in each case.

OTAR ext. 456/457/7312

Panama

Clothing: import quota

The Panamanian Government has announced the introduction of a quota on all clothes (under and outer garments for men, women and children). The quota for each importer is based on his imports between 15 August 1973 and 15 December 1973. The quota will remain in effect until new duties are announced.

OTAR ext. 474/476

Jamaica

Import licensing

The Jamaican authorities by notice 2917 of 9 October 1974 have agreed to issue import licences freely within limits for the importation of:

Parts for tools, non-electric – for artisans, and for use in agriculture
Buttons
Buckram
Hooks, loops and press-studs
Buckles (other than jewellery and imitation jewellery)
Ribbons – assorted widths up to six inches
Threads
Branded labels of textiles

By notice 2918 the following items will no longer require specific import licences:

Paper patterns with sewing instructions
Tape measures, yard sticks, slide rules, and rulers
Mesh wire
Galvanised wire

OTAR ext. 7312/456/457

Grenada

Consumption duty changes

Act No. 41 of 1973 issued 5 July 1974 contains Grenada's new Consumption Duty Schedule, which now lists all goods under BTN headings. Changes include increases in the rates on ice cream, ice cream powders and other food preparations with a basis of milk or eggs, brandy, whisky, gin, toothpaste, picture postcards, and Christmas and other picture greeting cards. Vodka is an addition to the list. Details of the rates of duty can be obtained from OTAR Section.

OTAR ext. 7312/456/457

Colombia

Sales tax changes

Decree 1188 of 1974 revises Colombia's system of sales tax and exemptions and introduces rates of 35 per cent, 15 per cent, and 6 per cent to replace the existing 25 per cent, 15 per cent, 10 per cent and 4 per cent. British exporters with inquiries about this notice should specify the products in which they are interested. **OTAR ext. 474/476**

Bolivia

Tractors: Services Rendered Tax

Bolivian Supreme Decree No. 11551 states that goods falling within headings 87.01.01.00 to 87.01.03.00 are now liable to an increased Services Rendered Tax of 4 per cent. **OTAR ext. 474/476**

European Community

Tariff quotas – 1975

General

Tariff quotas provide for a limited amount of goods to be imported at a rate of duty below the normal rate. General information about tariff quotas may be found in Customs Notice 771 and articles previously published in *Trade and Industry* (15 February 1973 – 'Tariff Quotas after Accession to the European Communities' – 11 October 1973 – 'European Economic Community (EEC) – tariff quotas and GSP ceilings 1974'). Notices have also appeared from time to time in *Trade and Industry* over the past year, beginning with that on 'Global' quotas on 24 January, about particular tariff quotas which have been opened or when increases have been made. Tariff quotas opened during 1974 are listed in Part 11 of HM Customs Tariff.

Below is a list of tariff quotas other than GSP tariff quotas which so far as can be seen at present are expected to be opened in 1975, together with the expected duty rates within the quotas. As can be seen, most of the expected tariff quotas are UK shares of tariff quotas that will be opened for the EEC in accordance with Council Regulations. The Regulations for 1975 are at various stages of preparation. It is too early to say whether there will be any additions to the EEC list (in particular for certain Mediterranean countries), or precisely what the amounts of all the individual tariff quotas will be or whether there may be any changes in a few of the expected duty rates. Importers may nevertheless find it helpful to have this indication of the likely position next year for the goods concerned. In nearly all cases the quotas run from 1 January. (As explained in the notice published in *Trade and Industry* on 12 September discussions are also still in progress about details of the 'Communities Generalised Tariff Preference Scheme (GSP) for Developing countries' for 1975, although proposals by the Commission appeared in *Official Journal* C110 of 21 September 1974.) Further notices will be published in *Trade and Industry* when final details are known. The Council Regulations for tariff quotas are published in the *Official Journal* of the Communities after they have been approved by the Council and it is hoped that most of these will be published before the end of November to give importers over a month's advance notice.

Allocation

In nearly all cases the benefit of tariff quotas in 1974 (including GSP tariff quotas), have been made available to importers in the order that they enter the goods with Customs for home use (the 'greyhound' method). There are a few items where it has been necessary to make the duty relief within the quotas available only under certificates issued by the Department of Trade because the goods concerned are intended for particular users only (eg bullion lead for refining, newsprint for newspaper publishers and certain high purity magnesium for nuclear uses). In 1975 also the 'greyhound' method (see paragraph 4 of Customs Notice 771) will in general apply to all tariff quotas (including GSP quotas). If, however, any importer or user considers that experience of the greyhound method for the 1974 tariff quotas has disclosed any particular problems he should inform the Department in writing at the address given below by 14 November.

Inquiries about this Notice should be addressed to Tariff Division 2, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

Global tariff quotas expected to be opened by the EEC in 1975 for imports from all non-EEC sources

Tariff heading	Item		Expected UK quota rate
01.02 AIIb)2	† Alpine and mountain cattle (quota runs from July 1974 to June 1975)		—
03.01 AII	Fresh eels (live or dead) chilled or frozen for smoking, skinning or use in manufacture of products of heading 16.04		zero
08.04 BIa, b	Dried grapes in immediate containers of 15 kg. or less	MFN	6p per cwt + 0.4%
		CW	0.4%
		MFN	12p per cwt + 0.4%
		CW	0.4%

Tariff heading	Item		Expected UK quota rate
38.08 A	Rosin including 'brain resineux'		zero
ex 44.15 AI	Certain plywood of coniferous species		zero
48.01 A	Newsprint (the 'waterlining' requirement is expected to be waived)		zero
ex 48.01 E			
50.02	Raw silk (not thrown) (Footnote 3)		zero
ex 50.04	Yarn wholly of silk not put up for retail sale (Footnote 3)		2.5%
ex 50.05 B	Yarn of silk waste other than noil not put up for retail sale (Footnote 3)		
	Dyed		1%
	Not dyed		0.6%
ex 50.09	Woven fabrics of silk woven on hand looms		zero
ex 55.09	Woven fabrics of cotton woven on hand looms (imported from Bangladesh, India, Pakistan and Thailand)		zero
ex Chapters 50-57, 58.04, 58.05, 58.07, 58.08, 58.09, 60.01	† On the added value of processing of fabrics and yarns in these headings imported as provided for in the arrangements with Switzerland on trade in processing in the textile sector (Quota runs from 1/9/74 to 31/8/75)		zero
73.02 C	Ferro-silicon		zero
73.02 D	Ferro-silico-manganese		zero
ex 73.02 EI	Certain ferro-chromium (including possibly a quota for ferro-chrome with a high carbon content)	(Footnote 3)	zero
77.01 A	Unwrought magnesium (quotas for various grades)		zero
78.01 AI	Unwrought lead containing a minimum weight of 0.02% silver for refining	(Footnote 3)	zero (pre-allocated)
78.01 AII	Other unwrought lead		zero
79.01 A	Unwrought zinc		zero
A variety of handicrafts falling under various tariff headings; when imported from certain countries. (India, Pakistan, Bangladesh, Thailand, Philippines, Indonesia, Uruguay, Iran, Ceylon (possibly Paraguay)			zero

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Jordans

NATIONAL TARIFF QUOTAS EXPECTED TO BE OPENED BY THE UK IN 1975

Tariff heading	Item	Expected UK quota rate
28.04 CIV	Phosphorus (Protocol 8 of the Act of Accession) For imports from all 3rd countries.	zero
ex 47.01 AII	Sulphite wood pulp (other wood pulp of this sub-heading is expected to be duty-free from 1/1/75) (Protocol 12 of the Act of Accession) For imports from all 3rd countries.	zero
ex Chapters 48 and 49	Paper and paperboard and certain printed matter (Protocols to the agreements with EFTA non-candidate countries. For imports from those countries only)	zero
07.01 AII	New potatoes imported from Cyprus	zero

FOOTNOTES

1 The United Kingdom will also participate in a tariff quota for frozen beef (which is in effect a levy free quota and not a quota for imports at a lower than the normal tariff). This quota is being administered by the Ministry of Agriculture.

2 It should be noted that where under other preferential arrangements imports from particular third country sources qualify for duty-free treatment or a rate of duty as low as the quota rate, such imports do not count against 'global' or 'national' quotas and that for so long as any quota for particular goods from *all non-EEC* countries is not exceeded such goods may be imported from other Member States of the EEC duty-free or at the quota rate when otherwise duty at a higher rate would be chargeable.

3 *Official Journal* L.261 contains Regulations for these items.

† There is no provision for the UK having a definite share in these quotas: There is no known trade in these goods.

Preferential tariff quotas expected to be opened by the EEC in 1975 for certain Mediterranean countries

(Note: Except in the case of Petroleum Products from Egypt and Turkey the Greyhound method of allocation is specified in the Current Community Regulations for all these tariff quotas)

Country	Item		Expected UK duty within quota 1975
CYPRUS	Man-made fibres discontinuous or waste, carded, combed or otherwise prepared for spinning.	56.04	4%
	Men's and boys' outerwear	61.01 A	£0.1000 per lb or 8% w.i.g.
		61.01 B	8%
		61.01 C	8%
EGYPT	Certain Petroleum Products	27.10 AIII, BIIIa, BIIIb1, CIIId1	1.6%ø
		27.10 CIc1, IIc1	0.9%ø
		27.10 CIIIc1	1%ø
		27.10 BIIIb2aa, CIIId2aa	2.7%*
		27.10 CIIIc2aa	1.8%*
		27.10 BIIIb2bb	2.7%
		27.10 CIc2, CIIc2, CIIIc2bb	2%
		CIIId2bb	2.7%
		27.11 BIc1	3.2%
		BIc2	2%
		27.12 AIIIa	0.5%ø
		AIIIb	2%
		BI	1.8%ø
		BII	3.1%
		27.13 BIc1	0.5%
		BIc2	4%
		BIc3	2%
		BIIa	1.6%
		BIIb	4%
		BIIc	2.7%
		27.14 CIIa	0.5%ø
		CIIb	2%
	Certain cotton fabrics	55.09 AI, AII, BI	7%
		55.09 BII	7.2%
MALTA	Cotton yarn, not put up for retail sale	55.05	Duty-free
	Man-made fibres	56.04	Duty-free
	Outer garments and other articles, knitted or crocheted, not elastic or rubberised	60.05	Duty-free
	Men's and boys' outer garments (not knitted or crocheted)	61.01	Duty-free
PORTUGAL	Wines – Port, Madeira and Setubal Muscatel		§
TURKEY	Certain petroleum products	27.10 AIII, BIIIa, BIIIb1	††
		BIIIb2aa	‡
		BIIIb2bb	Free
		CIc1	††
		CIc2	Free
		CIIIc1	††
		CIIIc2aa	‡
		CIIIc2bb	Free
		CIIId1	††
		CIIId2aa	‡
		CIIId2bb	Free
		27.11 BIc1	Free
		BIc2	Free
		27.12 AIIIa	††
		AIIIb	Free
		BI	††
		BII	Free
		27.13 BIc1, BIc2, BIc3, BIIa, BIIb, BIIc	Free
		27.14 CIb	Free
		CIIa	††
		CIIb	Free

ø Plus hydrocarbon oil duty at £0.2250 per gallon

* Plus hydrocarbon oil duty at 8% *ad valorem*.

§ These are complicated and the final figures are not yet available.

†† Hydrocarbon oil duty of £0.2250 per gallon payable.

‡ Hydrocarbon oil duty of 8% *ad valorem* payable.

Cotton yarn not for retail sale	55.05		Duty free
Certain cotton fabrics	55.09		Duty-free
Certain carpets	ex 58.01	A	Duty-free
Hazelnuts	08.05		
Not in shell		GI	1%
in shell	ex	GII	6%

Other preferential tariff quotas may be opened for other Mediterranean countries when agreement has been reached between the EEC and those countries, eg Lebanon – Other woven fabrics of cotton, 55.09.

EEC information – Inquiry points at Customs and Excise headquarters

General inquiries on EEC matters which are the concern of HM Customs and Excise may be made to the following telephone extensions:
HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE. Tel: 01-626 1515

		Extn.
Community Transit	International Customs Division D —Branch 1	
	traders A-K	2263
	traders L-Z	2561
European Communities—general inquiries	International Customs Division D —Branch 4	3055
EEC Free Trade Agreements with EFTA countries	International Customs Division E —Branch 4	2385/2165
EEC Mediterranean Agreements, except Greece and Turkey, Anglo-Danish Free Trade Agreement	International Customs Division E —Branch 4	2165
EEC Mediterranean Agreements, Greece and Turkey	International Customs Division D —Branch 2	2561
Anglo-Irish Free Trade Agreement, Channel Islands, Isle of Man	International Customs Division E —Branch 4	2504
Compensatory levies	International Customs Division G —Branch 3	2343/2307
Copies of public notices and customs forms on EEC matters	General Services Division—Unit 4	3079/2069

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 4174/482/408). Other information may be obtained from the reference points given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Milk and milk products. Regulation (EEC) 2570/74 amending the following Regulations on milk and milk products in consequence of the increase in the intervention price of butter:

Regulation (EEC) 1282/72 – Articles 2 and 5 (1) (b)
Regulation (EEC) 1717/72 – Articles 3 (1) and 6 (1)
Regulation (EEC) 349/73 – Articles 2 (3) and 3 (1)
Regulation (EEC) 1365/74 – Article 9 (1)
Regulation (EEC) 2121/74 – Article 9 (1)
(*Official Journal* L275, 10 October 1974)

Regulation (EEC) 2636/74 fixing the aid for skimmed milk and skimmed-milk powder for use as animal feed. (*Official Journal* L281, 18 October 1974)

Regulation (EEC) 2637/74 amending the Annex to Regulation (EEC) 757/71 on special rules for granting aid for exports of skimmed-milk powder for use as feed and skimmed milk processed into compound feedingstuffs. (*Official Journal* L281, 18 October 1974)

Cattle, beef and veal. Regulation (EEC) 2586/74 amending Article 6 of Regulation (EEC) 2163/74 as regards the identification of meat from animals in respect of which the premium for the orderly marketing of certain adult bovine animals for slaughter has been granted. (*Official Journal* L276, 11 October 1974)

Regulation (EEC) 2599/74 supplementing certain provisions of Article 39a (1) of Regulation (EEC) 2637/70 and Article 1 of Regulation (EEC) 432/71 as regards advance fixing certificates for beef and veal. (*Official Journal* L277, 12 October 1974)

Regulation (EEC) 2622/74 laying down detailed rules for the taking over of certain transport costs in respect of beef and veal offered for intervention. (*Official Journal* L280, 17 October 1974)

Processed fruit and vegetables. Regulation (EEC) 2587/74 amending Regulation (EEC) 2107/74 laying down protective measures applicable to imports of preserved mushrooms. (*Official Journal* L276, 11 October 1974)

Pigs and pigmeat. Regulation (EEC) 2600/74 amending Articles 2 (2), 3 and 5 (1) of Regulation (EEC) 289/71 as regards detailed rules for granting private storage aid for certain dried or dried and smoked pigmeat products. (*Official Journal* L277, 12 October 1974)

Cereals and rice. Regulation (EEC) 2616/74 amending Article 24 (2) of Regulation (EEC) 2637/70 as regards the special period of validity for export licences for cereals and rice. (*Official Journal* L279, 16 October 1974)

Live plants. Decision 74/505/EEC authorising the Member States to approve for marketing reproductive material of certain forest species satisfying less stringent requirements. (*Official Journal* L280, 17 October 1974)

HARMONISATION OF LEGISLATION: The *Official Journal of the European Communities* C121, 11 October 1974, contains the draft texts of the following proposed Directives.

Materials and articles intended to come into contact with foodstuffs. Proposal for a Directive on the approximation of the laws of the Member States relating to materials and articles intended to come into contact with foodstuffs.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

Motor vehicles. Proposal for a Directive on the approximation of the laws of the Member States relating to the reverse and the speedometer of motor vehicles.

It should be noted that the texts of these Directives when finally approved may differ from the draft texts referred to above.

Value added tax. The *Official Journal of the European Communities* C121, 11 October 1974, contains the draft texts of amendments to the proposal for a sixth Council Directive on the harmonisation of legislation of Member States concerning turnover taxes – Common system of value added tax: uniform basis of assessment.

Further information: Ministry of Agriculture, Fisheries and Food, Branch E, Great Westminster House, Horseferry Road, London SW1P 2AE, tel. 01-834 8511 ext. 6552 (materials and articles intended to come into contact with foodstuffs). Department of Industry, Mechanical Engineering Division, Abell House, John Islip Street, London SW1P 4LN, tel. 01-834 4422 ext. 719 (motor vehicles). HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 (value added tax).

TEMPORARY SUSPENSION OF IMPORT DUTIES – CORRIGENDUM: The *Official Journal of the European Communities* L278, 15 October 1974, contains the text of a correction to Regulation (EEC) 1614/74 (published in *Official Journal* L174, 28 June 1974) as follows:

Page 3, Annex, Table IV:

Table IV should be replaced by the following:

TABLE IV

CCT heading no.	Description of goods	Rate of duty (autonomous) of the Common Customs Tariff
ex 06.04 B I	Natural Christmas trees unfit for replanting	total suspension.

COMMON COMMERCIAL POLICY – IMPORTS OF UREA: Regulation (EEC) 2561/74 (published in *Official Journal* L274, 9 October 1974) repealed the Community surveillance of imports of urea from Yugoslavia. The *Official Journal of the European Communities* C120, 10 October 1974, contains a notice amending the common list of liberalised imports following the notification to the EEC Commission by Italy that it is maintaining surveillance of these imports at a national level. Accordingly, column 4 ('National Surveillance') in Annex I to Regulation (EEC) 1439/74 of 4 June 1974 (published in *Official Journal* L159, 15 June 1974) on common rules for imports is amended by the addition of a reference to Italy in respect of subheading 31.02 B.

EEC Information Unit's new telephone system means speedier inquiry service

The EEC Information Unit helps firms of all types and sizes by answering general questions about the effects of membership of the EEC and by guiding them where necessary to more specialised information sources. A new telephone system has been introduced giving immediate access to several extensions. This should eliminate delays caused by extensions being engaged and provide a better service for callers at any time from 9.00 a.m. to 5.30 p.m. every weekday.

New customers are always welcome, particularly firms new to EEC questions. The Unit's address is: EEC Information Unit, Department of Industry, 1 Victoria Street, London SWIH 0ET. The new telephone number is: 01-215 4301 (six lines).

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,130	2,089	series in £ million				series in £ million		
1969	99	98	98	95	92	416		42	33	445	−143	588
1970	100	100	100	100	100	257	324	68	−23	692	−9	701
1971	101	103	100	94	102	−7	−126	52	−4	1,093	285	808
1972	104	109	103	85	115	−39	−205	48	3	114	−677	791
1973	109	114	108	90	121	674	374	32	242	−1,210	−2,375	1,165
1971 4th qtr.	102	105	101	90	103	—	−37	3	17	248	60	188
1972 1st qtr.	101	106	103	90	107	−36	−62	17	−16	71	−121	192
2nd qtr.	104	108	103	84	115	−27	−106	1	38	112	−64	176
3rd qtr.	104	110	102	82	115	−13	−42	6	−13	−116	−284	163
4th qtr.	106	111	105	83	123	−37	7	24	−6	+2	−208	210
1973 1st qtr.	110	115	111	89	126	257	146	11	32	−184	−351	167
2nd qtr.	109	112	104	86	112	202	61	−9	163	−195	−399	204
3rd qtr.	110	114	109	91	120	94	68	6	22	−274	−606	332
4th qtr.	110	114	109	94	124	121	99	24	25	−557	−1,019	462
1974 1st qtr.	106	114	111	98	111	−258	−100	8	−73	−985	−1,286	301
2nd qtr.	110	112	102	99	106	216	105	38	17	−1,051	−1,361	310
% change last 2 qtrs. on prev. 2 qtrs.	−1.6	−0.9	−2.9	+6.6	−11.1							
on a year earlier	−1.4	−0.6	−1.2	+12.9	−8.8							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry		Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
				monthly averages	Index‡	% increase on a year earlier	basic materials and fuel used‡	manufactured products: home sales‡		mid-month count	% of total employees	mid-month count	monthly averages	
Base of index	1970	1970	1971		Jan 16, 1962		1970	1970	July 31, 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1970	100.0	100.0	99.0	91.4	140.2	6.4	100.0	100.0	78.5	568	2.5	186	658	659
1971	100.4	99.6	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	733	709
1972	102.4	102.0	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	761	818
1973	109.8	110.3	110.7	137.3	179.4	9.2	144.4	123.2•	115.5	581	2.6	304	953	1,151
1972 4th qtr.	105.9	105.7	109.5	144	169.4	7.7	115.6	118.0	107.8	750	3.3	179	871	940
1973 1st qtr.	109.8	109.7	111.8	152	172.4	8.0	126.0	119.5	108.8	667	2.9	228	878	995
2nd qtr.	109.4	109.8	108.0	136	177.9	9.3	133.3	120.1•	112.6	605	2.6	289	931	1,064
3rd qtr.	110.7	111.4	110.5	143	180.2	9.2	150.8	124.2	118.4	562	2.5	334	995	1,197
4th qtr.	109.5	110.4	112.3	119	186.8	10.3	167.6	129.1	120.9	489	2.2	364	1,008	1,348
1974 1st qtr.	103.7	105.8	110.1	103	101.4†	12.9	214.3	138.4	125.0	543	2.4	285	1,124	1,553
2nd qtr.	108.5	109.7	107.1	104	107.5	15.8	215.8	148.9	131.7	552	2.4	309	1,283	1,737
3rd qtr.					110.2	17.0			142.7	600	2.7	306	1,374	1,766
1973 Aug.	110.5	111.3	110.8	153	180.2	8.9	152.5	124.1	119.7	563	2.5	330	980	1,206
Sept.	110.8	111.6	110.2	129	181.8	9.3	154.7	125.8	120.0	542	2.4	349	1,043	1,239
Oct.	111.4	112.0	111.7	127	185.4	9.9	161.7	127.7	120.3	512	2.3	363	982	1,385
Nov.	110.4	111.7	112.3	126	186.8	10.3	166.0	129.0	121.0	486	2.2	368	1,022	1,304
Dec.	106.6	107.5	112.9	103	188.2	10.6	175.1	130.6	122.0	470	2.1	362	1,019	1,354
1974 Jan.	101.5	102.5	109.5	93	191.8	12.0	210.7	134.1	123.7	535	2.4	304	1,012	1,391
Feb.	103.3	106.8	110.3	109	101.7†	13.2	215.1	138.5	124.7	549	2.4	278	1,153	1,599
Mar.	106.3	108.1	110.4	106	102.6	13.5	217.0	142.2	126.5	545	2.4	274	1,208	1,675
Apr.	108.1	109.5	107.9	96	106.1	15.2	217.4	146.3	127.6	546	2.4	297	1,255	1,662
May	108.1	108.9	105.4	105	107.6	15.9	216.0	148.9	131.5	548	2.4	314	1,270	1,747
June	109.3	110.8	108.1	111	108.7	16.5	213.9	151.1	136.1	561	2.5	317	1,325	1,802
July	110.0	111.1	109.5	105	109.7	17.1	214.6	153.5	138.7	582	2.6	317	1,328	1,805
Aug.	110.5	112.4	111.5	103	109.8	16.9	217.3	155.7	144.3	606	2.7	298	1,378 p	1,699 p
Sept.			112 p	116	111.0	17.1	216.5	158.1	145.0	612	2.7	303	1,417 p	1,795 p
Oct.										607 p	2.7 p	297 p		
% change latest 3 months on prev. 3 months	+2.3	+2.4	+3.6	+7.0	+2.5		−0.1	+4.6	+8.3	+7.9		−5.3	+7.1	+1.7
on a year earlier	−0.5	−0.1	−0.4	−24.7	+17.0		+43.3	+25.4	+20.3	+12.9		−13.8	+38.1	+47.5

(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April 1973, affected by changes due to VAT. † Base of index Jan 1974 = 100.

Motor vehicle output in September

Following the high levels of output (allowing for the effects of holidays) achieved in July and August, production of motor vehicles in September was adversely affected by industrial disputes, the effect on passenger car output being more marked than that on commercial vehicle production.

Recorded car output in the five weeks to 28 September was 99,879 units, a weekly average of 19,976 units, 25 per cent below the rate in September 1973 and the lowest weekly rate for some four years. Commercial vehicle output at 37,018 units (7,404 per week) was a little less than 5 per cent below the September 1973 rate.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

(The comments which follow are unless otherwise stated based on the seasonally adjusted figures in Table 2.)

TABLE 1 Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and un-assembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52	1,142,216	605,105	1,747,321	33,602	257,574	159,045	416,619	8,012
1974	52								
1973 1st quarter	13	320,052	158,532	478,584	36,814	69,954	36,346	106,300	8,177
2nd quarter	13	290,253	155,749	446,002	34,308	69,399	39,980	109,379	8,414
3rd quarter	13	229,505	122,313	351,818	27,063	54,106	36,031	90,137	6,934
4th quarter	13	302,406	168,511	470,917	36,224	64,115	46,688	110,803	8,523
1974 1st quarter	13	237,232	150,688	387,920	29,840	52,641	36,845	89,486	6,884
2nd quarter	13	275,355	164,041	439,396	33,800	63,122	46,063	109,185	8,399
3rd quarter	13	185,485	121,133	306,618	23,586	50,233	39,800	90,033	6,926
4th quarter	13								
1973 January	5	135,970	61,705	197,675	39,535	28,419	12,597	41,016	8,203
February	4	89,426	48,206	137,632	34,408	21,401	12,054	33,455	8,364
March	4	94,656	48,621	143,277	35,819	20,134	11,695	31,829	7,957
April	4	80,647	45,380	126,027	31,507	18,957	11,278	30,235	7,559
May	5	111,333	62,019	173,352	34,670	26,613	13,684	40,297	8,059
June	4	98,273	48,350	146,623	36,656	23,829	15,018	38,847	9,712
July	4	66,106	33,344	99,450	24,863	16,054	12,041	28,095	7,024
August	4	76,537	41,956	118,493	29,623	14,437	8,754	23,191	5,798
September	5	86,862	47,013	133,875	26,775	23,615	15,236	38,851	7,770
October	4	100,661	56,057	156,718	39,180	23,475	16,046	39,521	9,880
November	4	98,926	55,819	154,745	38,686	18,659	12,490	31,149	7,787
December	5	102,819	56,635	159,454	31,891	21,981	18,152	40,133	8,027
1974 January	4	61,781	37,628	99,409	24,852	13,989	9,595	23,584	5,896
February	4	73,721	50,721	124,442	31,110	16,048	11,428	27,476	6,869
March	5	101,730	62,339	164,069	32,814	22,604	15,822	38,426	7,685
April	4	74,411	40,917	115,328	28,832	18,881	12,913	31,794	7,948
May	4	99,873	58,240	158,113	39,528	20,614	15,513	36,127	9,032
June	5	101,071	64,884	165,955	33,191	23,627	17,637	41,264	8,253
July	4	56,304	37,405	93,709	23,427	14,978	12,841	27,819	6,955
August	4	66,368	46,662	113,030	28,258	14,686	10,401	25,087	6 299
September	5	62,813	37,066	99,879	19,976	20,554	16,464	37,018	7,404
October	4								
November	4								
December	5								

Monthly Digest of Statistics

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Cars

Output in September was very low at 94,000 units, and about a third lower than the average in the previous three months. Up to September, production was recovering well from the low levels recorded during the power emergency and three day working earlier this year. Output in the third quarter as a whole was 4 per cent below the average in the second quarter.

In the first nine months of the year, car output has fallen by 10 per cent from the corresponding period of 1973. Within this overall total, production for the home market has fallen by 16 per cent while production for export markets has increased by 1 per cent.

Commercial vehicles

The output of commercial vehicles in September (seasonally adjusted) was 34,900 units, somewhat below the high levels of the two preceding months but higher than in any earlier month of this year. In the third quarter as a whole, output rose by 12 per cent from the previous quarter, to reach a higher level than in any earlier quarter of this year or last.

In the year so far total output of commercial vehicles has been 4 per cent below that in the corresponding period of 1973, with production for export up to 9 cer cent and home market production down 12 per cent.

TABLE 2 Production – seasonally adjusted

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influence (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

MONTHLY AVERAGE — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	14.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974						
1973 1st quarter	99	47	146	22.2	11.8	34.0
2nd quarter	91	48	139	21.7	12.1	33.8
3rd quarter	97	51	148	23.0	14.5	37.5
4th quarter	93	56	149	19.0	14.6	33.6
1974 1st quarter	74	44	118	16.9	12.0	28.9
2nd quarter	87	51	138	20.0	13.9	33.9
3rd quarter	81	52	133	21.8	16.2	38.0
4th quarter						
1973 January	111	50	161	22.9	11.7	34.6
February	92	44	136	22.5	12.2	34.7
March	95	46	141	21.2	11.7	32.9
April	85	44	129	20.8	11.4	32.2
May	90	50	140	20.7	10.4	31.1
June	97	52	149	23.7	14.4	38.1
July	108	54	162	24.6	16.6	41.2
August	103	54	157	21.5	13.4	34.9
September	81	44	125	23.0	13.4	36.4
October	100	58	158	22.0	16.8	38.8
November	94	58	152	16.8	12.2	29.0
December	86	52	138	18.1	14.7	32.8
1974 January	64	38	102	14.3	11.5	25.8
February	77	47	124	17.1	11.7	28.8
March	82	48	130	19.2	12.7	31.9
April	79	40	119	21.0	13.2	34.2
May	99	57	156	19.6	14.4	34.0
June	82	58	140	19.4	14.1	33.5
July	92	61	153	23.1	17.6	40.7
August	90	60	150	22.0	16.3	38.3
September	59	35	94	20.3	14.6	34.9
October						
November						
December						
Average of:						
Apr.-Jun. 1974	87	51	138	20.0	13.9	33.9
Jul.-Sept. 1974	81	52	133	21.8	16.2	38.0
Percentage change	−7	+1	−4	+9	+17	+12

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Northern Ireland index of production

The provisional index of production for August 1974 is 163. This is 18 points higher than the index for July 1974 and at the same level as August 1973.

The index numbers for the main industrial groups with the increase or decrease on August 1973 and corresponding percentages, shown in brackets are: Textiles 243 (−15 points: +6%); Clothing 128 (+5; +4%); Engineering and Metals 118 (−1; −1%); Food, Drink and Tobacco 134 (−2; −1%); Timber and Furniture 155 (−12; −7%); Mineral products 169 (−2; −1%); Other manufacturing industries 252 (+21; +9%); Gas, Electricity and Water 168 (+3; +2%).

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Office development permits in the second quarter of 1974

The Department of the Environment reports that the total floor area of office development permits issued in the second quarter of 1974 was 1.2 million sq. ft. compared with a figure of 6.5 million sq. ft. in the second quarter of 1973 which was also the quarterly average for 1973 as a whole. Twenty-one permits were issued in the second quarter of 1974, 110 fewer than in the corresponding quarter of 1973.

The substantial fall in the number of permits issued was owing to the change in policy as announced on 18 December 1973 by the then Secretary of State for the Environment that no more permits would be issued for the time being. At the end of January 1974 these restrictions were relaxed slightly so as to cover principally renewals or amendments of existing permits, and where specific undertakings to issue a permit had been given before the restrictions were introduced.

After deduction of relinquishments of existing offices and of floorspace covered by permits for the continuing use of existing offices included in the total figures, there was a potential addition to office

TABLE 1 Office development permits – sub-divisions of South East Planning Region

	Central London Area			Rest of Greater London			Total Greater London		
		Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.	
	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished
1971	198	12,246	4,212	122	6,633	1,185	320	18,879	5,397
1971 1st quarter	62	3,754	802	44	2,537	350	106	6,291	1,152
2nd quarter	54	3,523	1,334	35	2,273	457	89	5,796	1,791
3rd quarter	44	2,651	1,347	24	1,005	153	68	3,656	1,500
4th quarter	38	2,318	729	19	818	225	57	3,136	954
1972	139	10,302	3,788	125	7,299	1,496	264	17,601	5,284
1972 1st quarter	44	3,364	1,587	20	1,987	340	64	5,351	1,927
2nd quarter	40	3,229	1,112	49	2,353	605	89	5,582	1,717
3rd quarter	31	1,939	194	36	1,891	374	67	3,830	568
4th quarter	24	1,770	895	20	1,068	177	44	2,838	1,072
1973	126	7,677	2,567	137	8,001	844	263	15,678	3,411
1973 1st quarter	36	2,077	401	39	1,560	242	75	3,637	643
2nd quarter	32	1,565	72	45	2,651	62	77	4,216	134
3rd quarter	29	1,610	671	26	1,119	148	55	2,729	819
4th quarter	29	2,425	1,423	27	2,671	392	56	5,096	1,815
1974 1st quarter	13	1,425	313	18	681	94	31	2,106	407
2nd quarter	10	570	81	6	15	19	16	585	100

TABLE 1 Office development permits – sub-divisions of South East Planning Region *(continued)*

	Metropolitan Area (excluding Greater London)			Total Metropolitan Area			South East (excluding Metropolitan Area)			Total South East		
		Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.	
	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished
1971	127	6,884	360	447	25,763	5,757	76	3,198	303	523	28,961	6,060
1971 1st quarter	26	860	70	132	7,151	1,222	19	744	121	151	7,895	1,343
2nd quarter	32	1,141	77	121	6,937	1,868	24	790	84	145	7,727	1,952
3rd quarter	40	2,158	65	108	5,814	1,565	12	437	18	120	6,251	1,583
4th quarter	29	2,725	148	86	5,861	1,102	21	1,227	80	107	7,088	1,182
1972	90	4,729	178	354	22,330	5,462	102	5,239	350	456	27,569	5,812
1972 1st quarter	22	1,949	50	86	7,300	1,977	31	1,612	99	117	8,912	2,076
2nd quarter	24	957	64	113	6,539	1,781	34	1,839	130	147	8,378	1,911
3rd quarter	25	1,225	42	92	5,055	610	23	1,179	61	115	6,234	671
4th quarter	19	598	22	63	3,436	1,094	14	609	60	77	4,045	1,154
1973	130	5,732	454	393	21,410	3,865	84	4,484	325	477	25,894	4,190
1973 1st quarter	51	2,260	109	126	5,897	752	23	1,086	99	149	6,983	851
2nd quarter	29	1,107	63	106	5,323	197	25	1,186	9	131	6,509	206
3rd quarter	34	1,272	148	89	4,001	967	18	852	37	107	4,853	1,004
4th quarter	16	1,093	134	72	6,189	1,949	18	1,360	180	90	7,549	2,129
1974 1st quarter	9	731	86	40	2,837	493	7	139	56	47	2,976	549
2nd quarter	..	..	..	..	..	..	..	..	..	21	1,225	116

In order to avoid the risk of disclosing details of individual applicants, figures for the Metropolitan Area (excluding Greater London) and the South East (excluding Metropolitan Area) in the 2nd quarter of 1974 have not been separately distinguished.

Notes to tables

Commencement of Controls. In the London Metropolitan Region the control began in August 1965, but with retrospective application to 5 November 1964 for some projects, as explained in the first Annual Report by the Board of Trade under the Act; this report was referred to in the *Board of Trade Journal* of 5 August 1966, page 324. The West Midlands Conurbation was brought within the control from 14 August 1965, while the parts of the South East and West Midlands Planning Regions not already controlled and the whole of East Midlands and East Anglia Planning Regions came under control on 21 July 1966.

Removal of Controls. From 25 February 1969, the East Anglia Planning Region and the predominantly rural areas of the West Midlands and East Midlands Planning Regions were excluded from control. The remaining areas of the West Midlands and East Midlands Planning Regions were excluded from control on 16 December 1970.

Changes in exemption limit. From 27 July 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region. From 25 February 1969 this change was extended to the areas of the Metropolitan Region outside Greater London. The exemption limit in Greater London was raised to 10,000 square feet from 16 December 1970.

Modification of Control. From 1 April 1969, office development permits were in most cases no longer needed for developments within the curtilage of an industrial building for which an industrial development certificate was issued. The figures for the year 1968 included 168 permits of this type, with gross area 2,485,000 square feet (18 per cent of the total area of permits issued) and an area net of relinquishments of 2,103,000 square feet (24 per cent of the net total).

Definitions of Areas. The planning regions correspond to the new standard regions for statistical purposes as defined in the *Board of Trade Journal* of 31 December 1965, page 1567. Central London is the Greater London Conurbation Centre as defined in the General Register Office Census 1961 County Report: London. The Metropolitan Region, an area of some 40 miles radius from the Centre of London, is as defined in Schedule 13 of the Town and Country Planning Act 1971, as amended by Article 13 of the Local Government, England and Wales (Miscellaneous Provisions) Order 1974; from 1 January 1972 for statistical reasons the Outer Metropolitan Sub-division (Rest of Metropolitan Region) and the Outer South-East Sub-division (Rest of South East Planning Region) are as defined in the Regional Abstract of Statistics No. 7; the areas defined under the Act are unchanged.

Area relinquished. Comprises office floor space relinquished for demolition or change of use to non-office uses.

space by way of new building and conversion of non-office premises to office use of 0.3 million sq. ft. in the second quarter of 1974. This compares with 6.0 million sq. ft. for the corresponding quarter of 1973 and a quarterly average of 4.8 million sq. ft. for 1973 as a whole.

Ten of the 21 permits issued in the second quarter of 1974 were for office development in Central London and covered 0.6 million sq. ft.; 16 covering 0.6 million sq. ft. were for development in Greater London; and five covering 0.6 million sq. ft. for development in the part of the South East Planning Region lying outside Greater London.

Tables showing office development permits since 1965 appeared in the 14 March 1974 issue of *Trade and Industry*.

Made-up clothing: orders and deliveries

In the three months ended July 1974, deliveries by the clothing industry were provisionally estimated to have been 8 per cent higher than in the preceding three months. Net new orders however were 14 per cent lower and orders-on-hand at the end of July were 14 per cent below the end-April level.

(These comparisons are based on the seasonally adjusted series in the accompanying table.)

Made-up clothing

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973	155		123		117	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1971 1st quarter	100	107	106	110	107	104
2nd quarter	123	115	117	111	101	104
3rd quarter	103	110	92	101	103	104
4th quarter	119	119	117	109	105	104
1972 1st quarter	107	113	99	105	107	105
2nd quarter	124	116	117	110	104	106
3rd quarter	112	120	100	112	108	109
4th quarter	125	125	124	113	116	115
1973 1st quarter	144	153	126	131	116	112
2nd quarter	175	163	136	131	116	120
3rd quarter	150	160	102	114	115	116
4th quarter p	155	155	130	118	121	119
1974 1st quarter p	155	164	106	111	102	100
2nd quarter p	163	152	116	111	107	110
1972 July	113	111	83	101	108	110
August	116	123	101	128	97	108
September	112	120	116	108	122	110
October	124	126	150	121	130	115
November	137	128	148	119	122	116
December	125	125	73	99	95	114
1973 January	137	134	116	134	100	111
February	137	141	125	132	124	118
March	144	153	137	126	123	108
April	155	164	138	142	120	123
May	169	155	141	114	112	117
June	175	163	129	138	117	119
July	161	158	90	110	111	117
August	157	167	97	121	103	114
September	150	160	118	109	130	117
October	160	161	166	132	138	122
November	165	154	141	112	129	122
December	155	155	82	109	95	114
1974 January p	158	155	91	110	87	101
February p	160	165	116	122	102	97
March p	155	164	110	101	116	101
April p	163	173	127	130	109	111
May p	173	158	127	103	102	107
June p	163	152	95	101	111	113
July p	150	148	82	100	108	113

Production of man-made fibres in August

In the three months ended August 1974 the volume of production of man-made fibres, seasonally adjusted, was estimated to have been 4 per cent lower than in the three months ended in May 1974. Total production by weight of man-made fibres in the period January-August 1974 was 6 per cent lower than in the corresponding period of 1973; output of continuous filament decreased by 9 per cent and staple fibre decreased by 5 per cent.

Output: August was affected by industrial stoppages.

Man-made fibre production

Thousand metric tons

	Total	Continuous filament (singles)	Staple fibre
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1972	626.5	264.0	362.5
1973	730.8	305.6	425.3
1973 1st quarter	183.5	78.1	105.4
2nd quarter	186.1	79.4	106.7
3rd quarter	171.4	70.6	100.8
4th quarter	189.9	77.5	112.4
1974 1st quarter	174.0	69.9	104.1
2nd quarter	175.1	71.7	103.4
1973 July	59.5	24.1	35.4
August	55.0	22.0	33.0
September	56.8	24.5	32.3
October	67.1	27.3	39.7
November	63.0	25.9	37.1
December	59.8	24.3	35.5
1974 January	57.1	21.7	35.4
February	54.9	22.4	32.5
March	62.1	25.9	36.2
April	63.9	25.6	38.3
May	55.9	24.9	31.0
June	55.3	21.1	34.2
July	55.6	22.8	32.8
August	48.5	21.3	27.2

Index of the volume of production

1970 = 100

1968	87
1969	92
1970	100
1971	106
1972	107
1973	127

	Actual	Seasonally adjusted
1973 1st quarter	129	127
2nd quarter	131	128
3rd quarter	118	125
4th quarter	130	129
1974 1st quarter	120	117
2nd quarter	119	116
1973 July	120	126
August	112	127
September	124	125
October	137	135
November	134	129
December	120	124
1974 January	112	110
February	122	120
March	125	121
April	131	129
May	116	112
June	110	107
July	113	119
August	106	120

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1973, and may be subject to slight revision when the complete figures for 1974 are incorporated.

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The Bankruptcy Acts 1914 and 1926

The number of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates), made in the High Court and in the several County Courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended 30 June 1974, and also the total number of Deeds of Arrangement registered during the same period, together with the corresponding figures for the previous four quarters are given in the accompanying table.

Information regarding the quarter ended 30 June 1974 was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated 22 October 1974.

Receiving orders and Administration Orders	2nd qtr. 1974	1st qtr. 1974	4th qtr. 1973	3rd qtr. 1973	2nd qtr. 1973
High Court	297	363	319	197	286
County Courts	1,017	931	731	656	637
Total	1,314	1,294	1,050	853	923
Deeds of Arrangement					
Total number registered	27	26	21	17	33

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday 25 October 1974.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Mutation	BR/E 37746/27/10/79	92	21 October	Columbia-Warner Distributors Ltd.	Getty Picture Corporation Ltd., London
The 96 Film	BR/E 37750/27/10/79	11	23 October	Visual Programme Systems Ltd.	Visual Programme Systems Ltd.
Phase IV	BR/E 37751/27/10/79	84	23 October	Cinema International Corporation (UK)	Sharlingburgh Ltd., London
Movietone News 2368	BR/E 37582/27/10/79	7	25 October	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2368A	BR/E 37583/27/10/79	8	25 October	British Movietonews Ltd.	British Movietonews Ltd.
			FOREIGN		
The Life of Anton Bruckner	F 37742	135	21 October	Connoisseur Films Ltd.	Fischer Film-und Fernsehproduktion, Marktschellenberg, West Germany
Why	F 37743	102	21 October	Variety Film Distributors Ltd.	Fida Cinematografica, Rome
Chosen Survivors	F 37744	98	21 October	Columbia-Warner Distributors Ltd.	Metromedia Producers Corporation, New York
The Gravy Train	F 37745	96	21 October	Columbia-Warner Distributors Ltd.	Tomorrow Entertainment Incorporated, Los Angeles
Bunny O'Hare	F 37747	92	22 October	Eton Films Ltd.	American International Pictures, Los Angeles
The Thing With Two Heads	F 37748	86	22 October	Eton Films Ltd.	American International Pictures, Los Angeles
Golden Needles	F 37749	92	22 October	EMI Film Distributors Ltd.	Sequoia Productions Incorporated, California

Amendments to the Register
The playing time of the film 'Master of Love' registered on 15 August 1974 has been amended to 109 minutes.
The registration number of the film 'Dirty Money' registered on 24 July 1974 has been amended to EC 37633/28/7/79 and the maker's name to read Films Corona, Paris, and Oceania Film P.I.C. and Euro Film, Rome.
Correction to the Register
The registration number of the film 'The Legend of the Seven Golden Vampires' registered on 2 September 1974 has been corrected to BR/E 37679/8/9/79.

Export publicity for industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, and films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NEI 4TB (Tel: 27575 – Telex 53277).

Yorkshire & Humberside: Mr D. de M. Guilfoyle, OBE, City House, Leeds LS1 4JG (Tel: 38232 – Telex Econ Plan 55472 – message to be prefixed for COI).

East Midland: Mr T. Cooban, Cranbrook House, Cranbrook Street, Nottingham NG1 1EW (Tel: 46121 – Telex 37572).

Eastern: Mr A. A. McLoughlin, Block D, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (Tel: 58911 – Telex 81187).

London & South Eastern*: Mr R. Dean, OBE, St. Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 915444).

* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-938 2345 ext. 271 – Telex 915444).

Southern: Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 581261 – Telex 91881 message to be prefixed 'for London Region'.

South Western: Mr W. J. D. Irving, MVO, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203).

Midland: Mr D. C. Boyd, Five Ways House, Islington Row, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 33376).

North Western: Mr H. V. Tillotson, MVO, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel: 061-832 9111 – Telex 667830).

Scottish Office: Mr C. MacGregor, MBE, Scottish Information Office, St. Andrew's House, Edinburgh EH1 3DQ (Tel· 031-556 8501) District Office: 314 St. Vincent Street, Glasgow C2 (Tel: 041-221 5670 – Telex 77583).

Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff CF1 3PY (Tel: 28066 – Telex 49327).

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	30 May 1974
Balance of payments:	
current account (M)	17 Oct. 1974
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	This week
Business names and limited partnerships (A)	7 Mar. 1974
Capital expenditure: manufacturing, distributive and service industries (Q)	3 Oct. 1974
Catering trades turnover (M)	10 Oct. 1974
Chemicals industry activity (Q)	8 Aug. 1974
Companies:	
acquisitions and mergers (Q)	12 Sept. 1974
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N. Ireland (M)	24 Oct. 1974
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Energy trends (M)	3 Oct. 1974
Engineering industries: sales and orders (M)	17 Oct. 1974
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Food:	
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household consumption (Q)	1 Aug. 1974
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(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	24 Oct. 1974
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N. Ireland index (M)	26 Sept. 1974
Wales index (Q)	11 Apr. 1974
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index numbers (M)	17 Oct. 1974

Departmental organisation etc.

Subjects	Last published
British commercial representation overseas	3 Oct. 1974
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	24 Oct. 1974
ECGD local offices	24 Oct. 1974
Guide to Departments	5 Sept. 1974
Official Receivers' offices	24 Oct. 1974
Programme of trade promotions	17 Oct. 1974
Release dates of economic statistics	24 Oct. 1974

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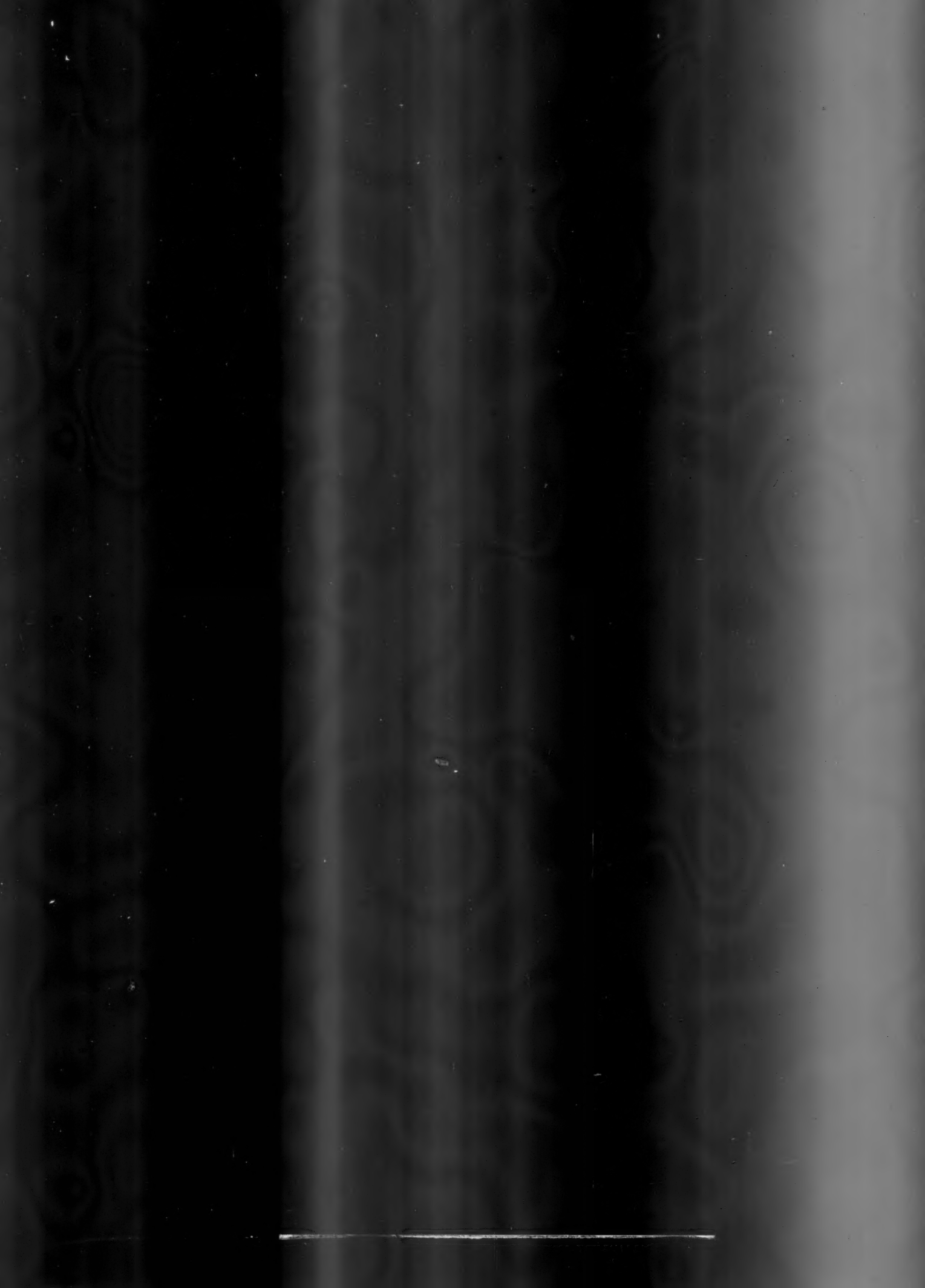
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